

THE LARKIN IDEA

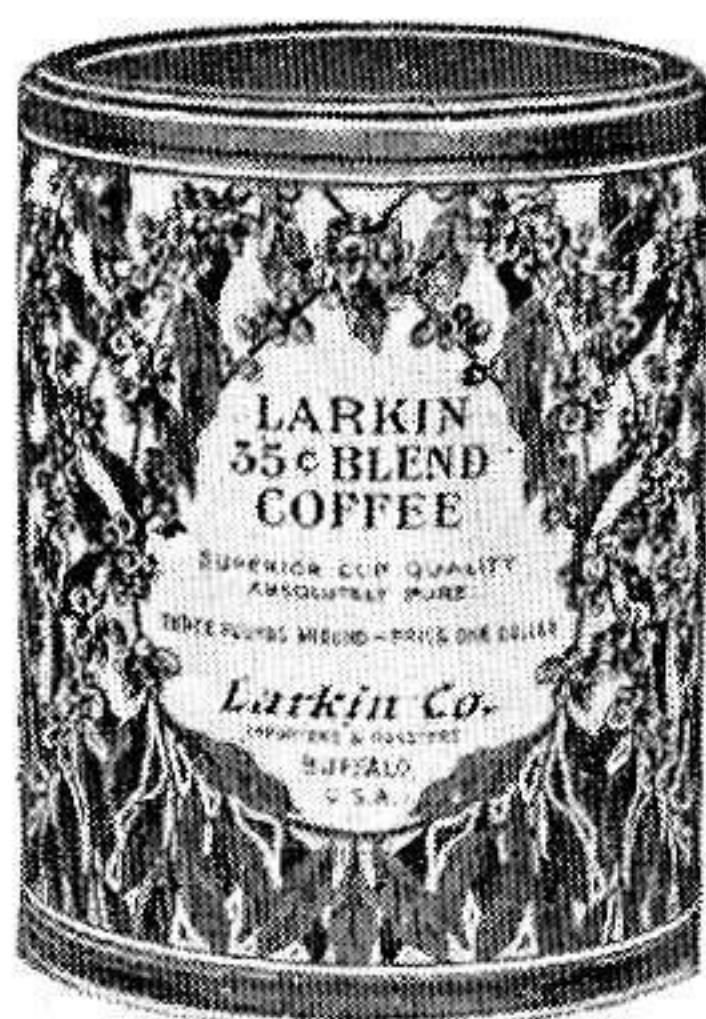


"MORE LARKIN PRODUCTS
ARE COMING OUT
IN SEPTEMBER."

AUGUST
NUMBER

50 CENTS A YEAR

COMPLETE LIST OF Larkin Pure Food Products



Larkin Teas

Ceylon	English Breakfast	Formosa Oolong
	Green Japan	Mixed
Per 1-lb. can, each 60 cents		

Larkin 35c. Blend Coffee

Ground or Unground
Per 1-lb. can, 35 cents Per 3-lb. can, \$1.00

Larkin Flavoring Extracts

Vanilla	Lemon	Orange	Almond	Rose
	Celery		Wintergreen	
Per 2-oz. bottle, each 25 cents				

Larkin Spices

Each in package of ¼-lb.

Allspice	Ginger	Black Pepper
Price 5 cents	Price 10 cents	Price 10 cents
Cloves	Mustard	Cayenne Pepper
Price 10 cents	Price 10 cents	Price 10 cents
Saigon Cinnamon	Nutmeg	White Pepper
Price 20 cents	Price 15 cents	Price 15 cents

Larkin Concentrated Soups

Chicken	Oxtail	Tomato	Vegetable
Per can, each 10 cents			

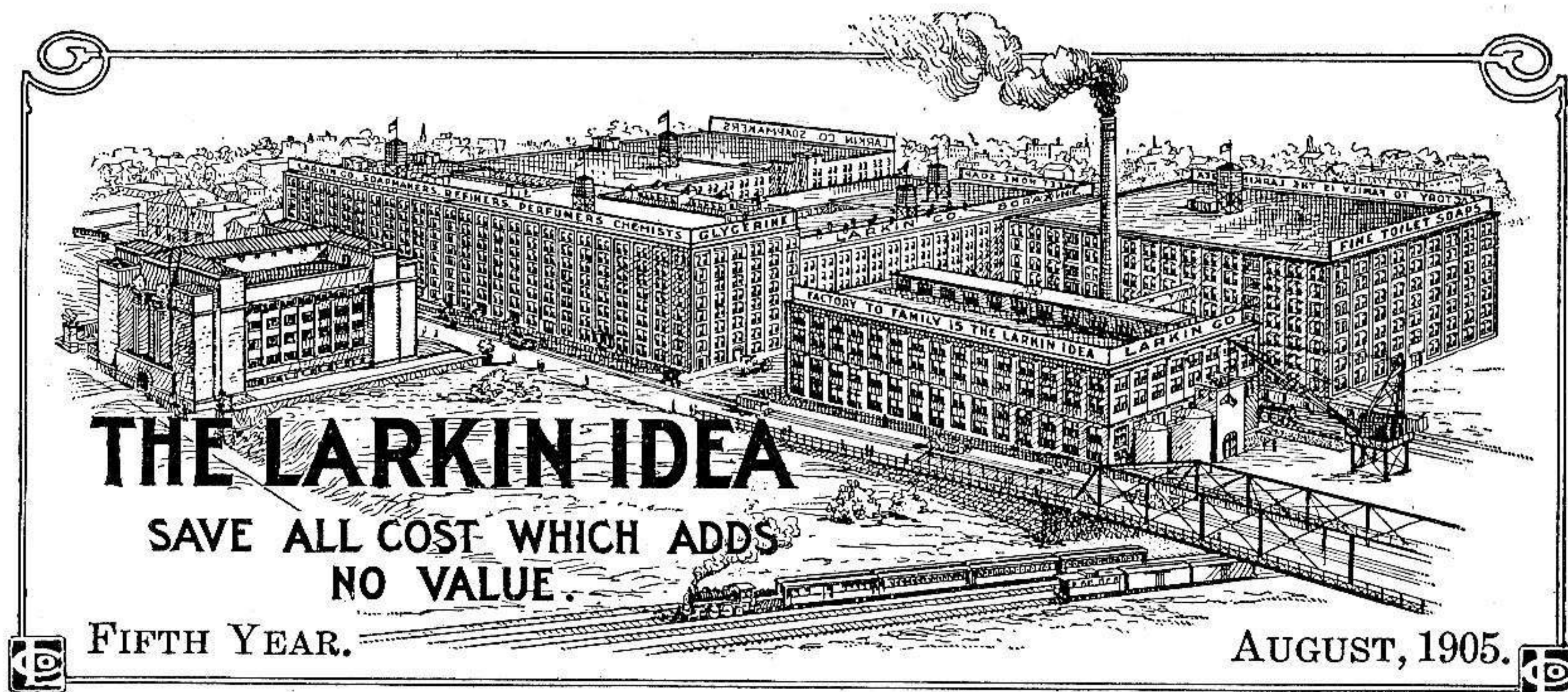
Larkin Tomato Catsup	Per pint bottle, 25 cents
Larkin Pork and Beans	Per 2-lb. can, 15 cents
Larkin Corn Starch	Per 1-lb. package, 10 cents
Larkin Baking Powder	Per ½-lb. can, 20 cents
Larkin Saleratus or Soda	Per 1-lb. can, 10 cents
Larkin Gelatine	Per package, 10 cents
Larkin Pearl Tapioca	Per 1-lb. package, 8 cents
Larkin Olive Oil	Per full ½-pt. bottle, 40 cents
Larkin Table Salt	Per 5-lb. package, 10 cents
Puritan Pure Cocoa	Per ½-lb. can, 30 cents
Puritan Pure Chocolate (Unsweetened)	Per ½-lb. cake, 25 cents
Puritan Pure Chocolate (Sweetened)	Per ¼-lb. cake, 10 cents

Larkin St.,

Larkin Co.

Buffalo, N. Y.

ESTABLISHED, 1875.



When Phyllis Pours the Tea.

BY ALLENE HALL.

My heart is feather light,
When, her eyes with laughter bright,
In a gown of fluffy white,
Sweet Phyllis pours the tea.

She's a picture so complete,
Charming from her head to feet,
Saying, "Do you like it sweet?
This fragrant Larkin Tea?"

"Ah, me! yes: I like it, Sweet,
'Tis a rare ambrosial treat";
Much too fast the moments fleet
While sipping Larkin Tea.

I seem looking through a haze,
Walking in a brilliant maze,
As I, fascinated, gaze
At fair Phyllis making tea.

How I envy that frail cup
She is gently lifting up!
Oh, with her to daily sup,
And see her pouring tea!

Then, somehow, we understand:
And I hold her dainty hand,
While, most blest in all the land,
We drink our Larkin Tea.

Top-Notch Yankee Methods Amaze Foreigner.

Mr. F. Klein, a soap manufacturer of Berlin, Germany, recently took a trip through our Factories and was amazed at their magnitude and up-to-date facilities. He declares that our Boraxine wrapping machines, automatic pressing machines and the

great kettles are innovations, and that had he not seen any other factories in America, he should have felt repaid for his trip to this country. He was here inspecting America's method of soap-making, and he says that we surpass anything he has ever seen.

WORTH KNOWING ABOUT TEA

IN Central America, the Indian of native blood, and the Creole of mixed European race indulge alike in their chocolate. In South America, *mate*, the tea of Paraguay, is an almost universal beverage. The native North American tribes have their Appalachian tea, their Oswego tea, their Labrador tea. From Florida to Georgia in the United States, and over all the West India Islands, the naturalized European races sip their favorite coffee, while over in the Northern States of the Union, and in the British Provinces, the teas of China and India are in constant daily use. All Europe and all Asia feel the same want, and in different ways have long gratified it.

The beverages naturally arrange themselves into three classes: first, the cocoas, which are properly soups or gruels, made by diffusing through boiling water the entire seeds of certain plants previously ground to paste; second, the coffees or infusions of seeds; third, the teas, or infusions of leaves.

Tradition speaks of tea as early as the third century: the legend is that Darumah, a Buddhist saint, after watching and praying nine years, was overtaken one night by sleep; in holy wrath against the weakness of the flesh, he cut off his

eyelids and flung them to the ground. But a god caused a tea-shrub to spring from them, the leaves of which exhibit the form of an eyelid bordered with lashes, and possess the gift of hindering sleep.

In commercial tea, there exists at least four active chemical substances:

A volatile oil upon which the aroma and flavor of a tea are dependent, and which is developed during the curing process. This possesses the

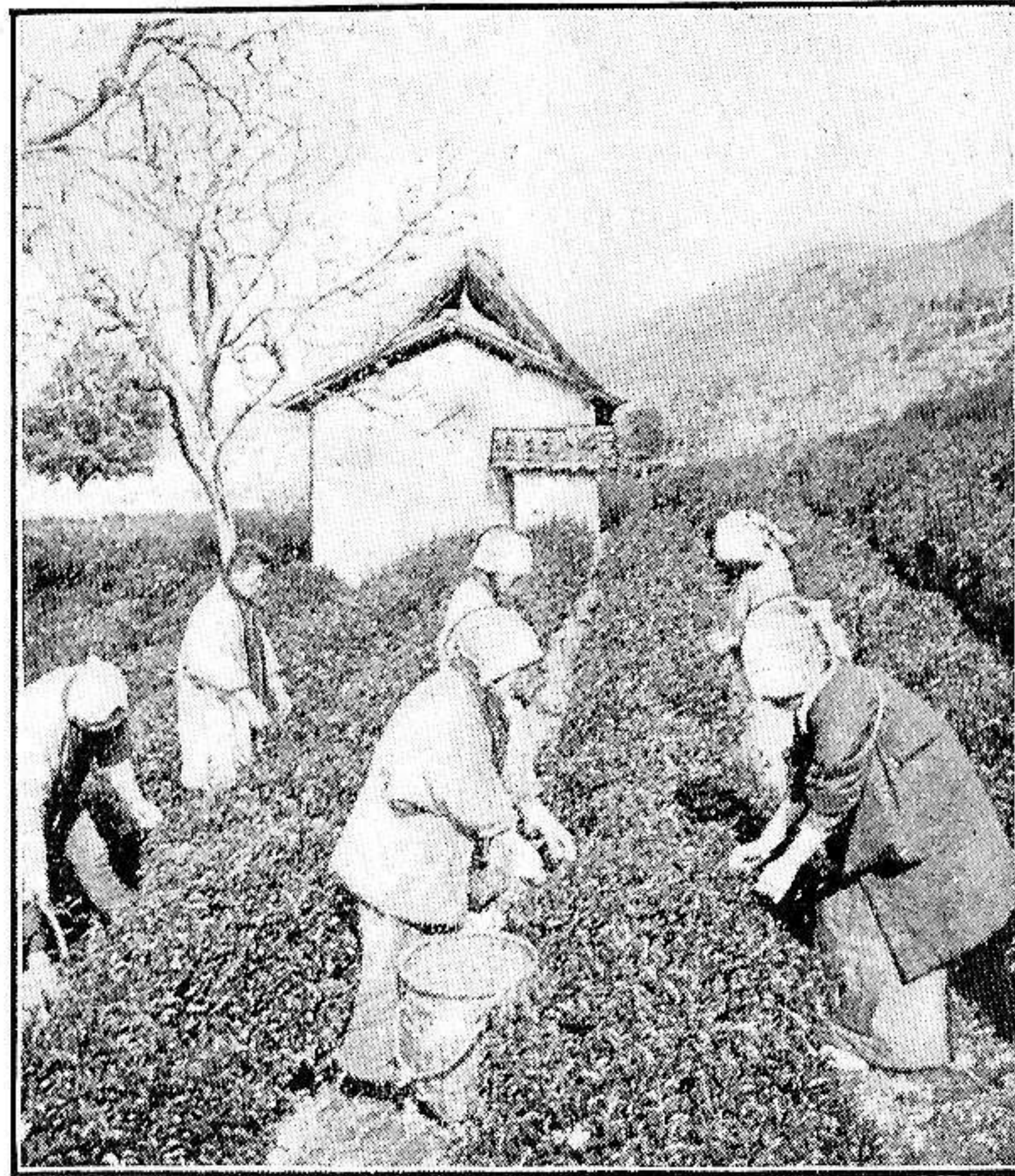
narcotic properties found most strongly in the new teas, which in China are rarely used before a year old.

Theine, which has little to do with the taste or flavor of tea, but is supposed by some physiologists to retard the decay constantly going on in the system and reduce the quantity of necessary food.

Tannin or tannic acid, the substance that gives to tea its astringent taste and properties.

Gluten, which constitutes about one fourth the weight, but which is not extracted by an ordinary infusion.

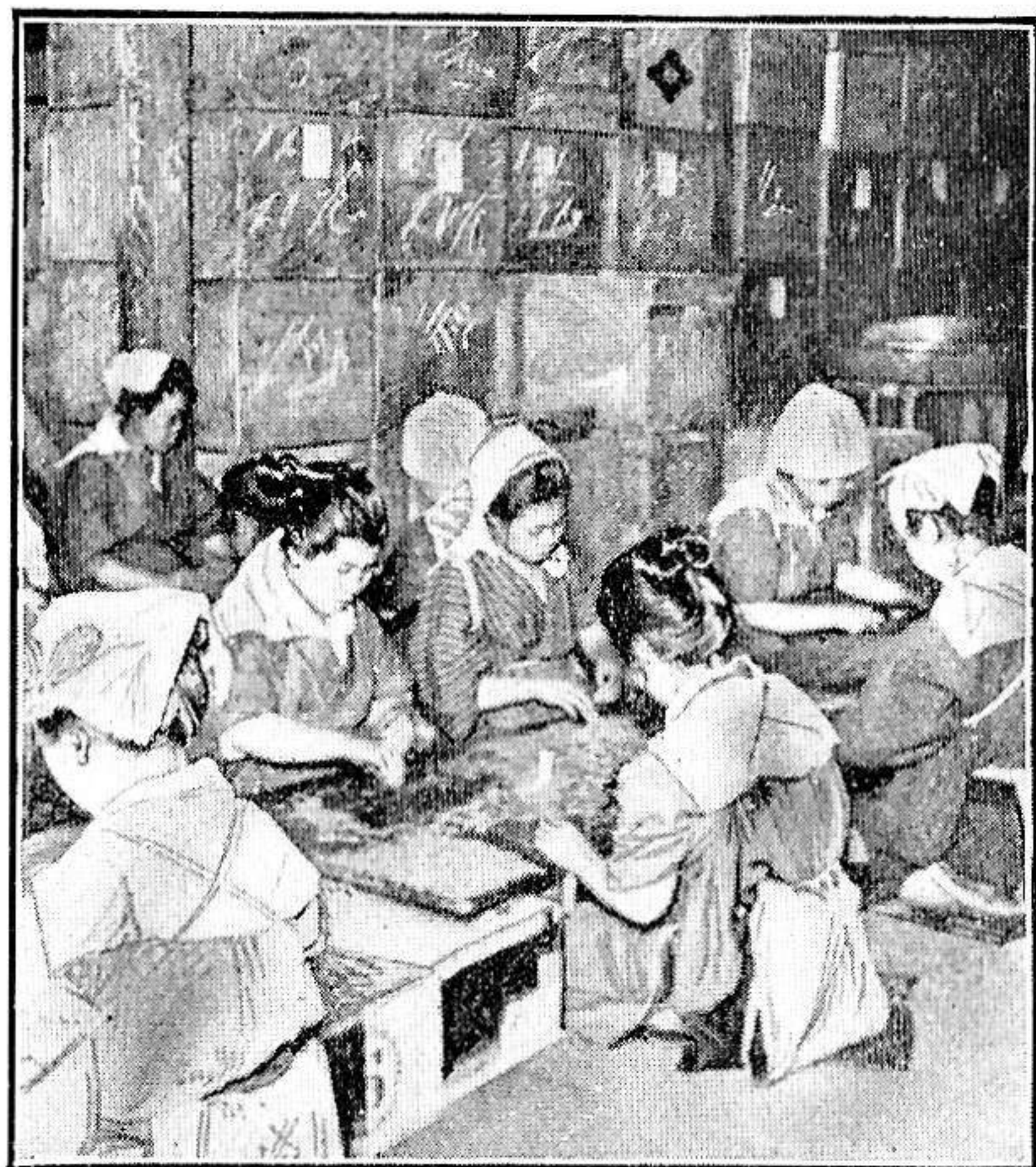
It is impossible to regard tea as a nutrient, in the sense of supplying material to maintain structure or generate heat by its own decomposition; but that tea is nevertheless a very valuable article of diet, has been proved by direct experiments. The harm, if any, comes not from



A TEA GARDEN IN JAPAN.

the constituents of the tea, but from the mode of brewing or making the infusions.

A strong factor is the kind of water used. The Chinese direction



SORTING TEA IN JAPAN.

is "take it from a running stream"; that from hill springs is the best; river water is the next, and well water is the worst. That is to say, take water well mixed with air.

To accommodate this to the busy housewife, this can be modified by care in the use of the water at hand. Boil the water and use it immediately. Do not allow unused water to stand in your kettle, as it becomes stale.

There is much discussion among chemists, and teachers of domestic science, concerning the length of time required for the proper infusion of the tea leaves, but there are some points on which all agree; viz., use freshly boiled water; allow one teaspoon of tea to a cup and one extra "for the pot"; use an earthen vessel; rinse out with hot water before using; thoroughly cleanse the pot after using, never allowing the dissipated leaves to remain in it. Never boil the tea, as the boiling liberates the theine and tannin; and

use a good quality of tea. Poor tea is a poor economy.

This is the reason Larkin Teas are the best. Knowing the properties of tea, after his life-long study of the subject, the expert in charge chooses his teas understandingly. Just as there are good and bad farmers in every country, so are there in China and India, and it requires great skill to determine between the qualities of tea that are grown. Because of this, our expert is superintending all Larkin Teas and blending Larkin Mixed Tea personally, after years of study to bring about a well-balanced aroma and flavor. After using this brand, anyone will easily recognize its value, and ask for nothing better, if the few general principles in the brewing of tea are followed.

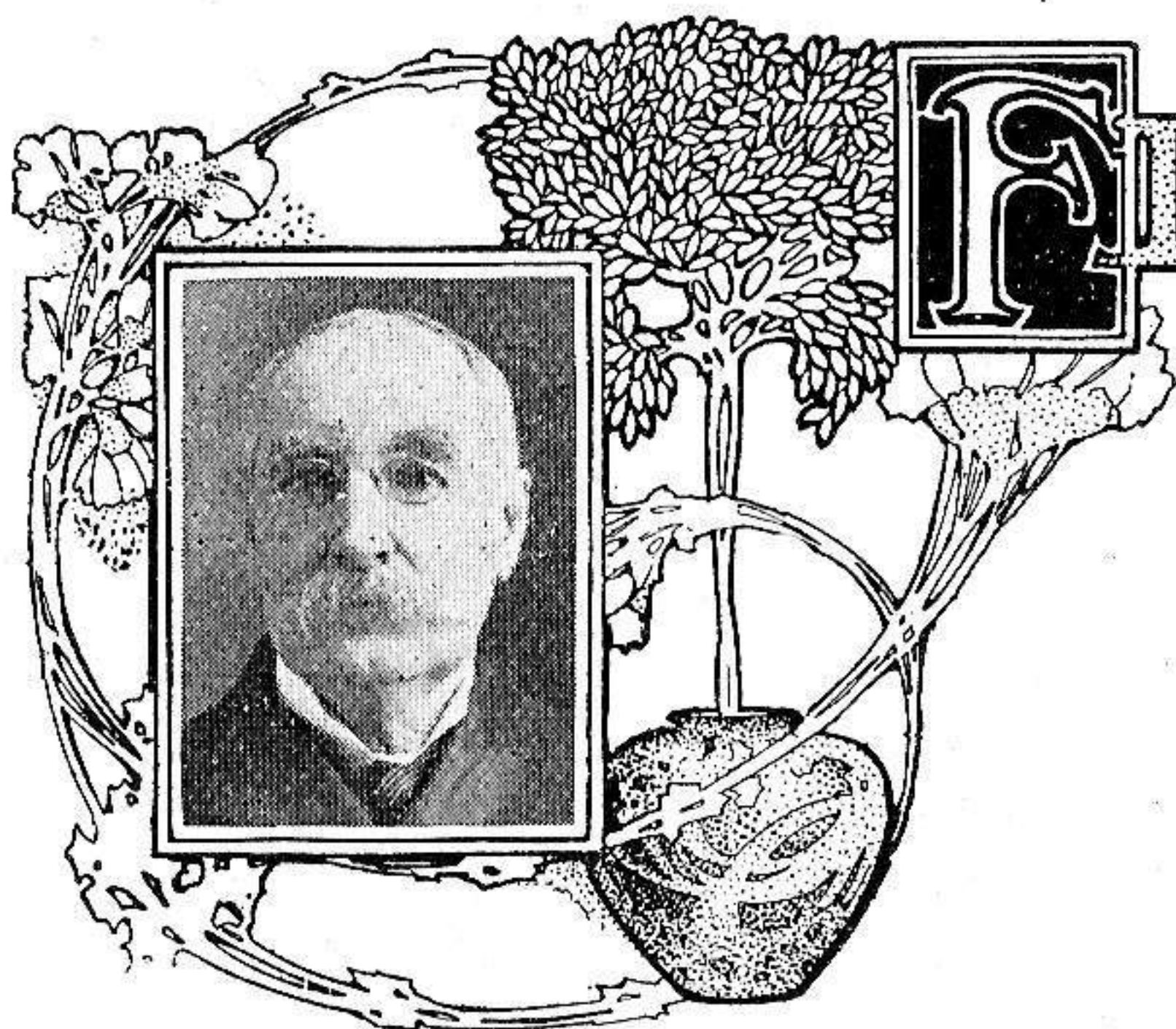
Larkin Teas are carefully selected from high-grade importations, and consist of the following five



PACKING TEA IN JAPAN.

varieties, each listed at 60 cents per pound:

Larkin Ceylon,
Larkin English Breakfast,
Larkin Formosa Oolong,
Larkin Green Japan, and
Larkin Mixed Tea.



FLORAL TALK

BY EBEN E. REXFORD

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Editor THE LARKIN IDEA.*

AUGUST will furnish us less work in the flower-garden than previous months, though there will always be something found to do there, but along other lines of floricultural work there will be enough to keep the amateur busy.

We must now begin active preparations for the fall campaign, especially if we have a window-garden. Many plants will need repotting before they are brought into the house. Do this work now, when the weather is pleasant, and there is leisure to do it well. Such plants as were put out in the garden should be made ready for lifting early in September. Go over these and cut away all useless wood. Towards the latter part of the month, cut around each one with a sharp, thin-bladed spade, going as deep as the roots go, and making the circle a trifle smaller than the pot to be used. This checks the roots' reaching out beyond the cutting-line, and at once new ones form inside the circle. In this way, we secure what are called "working roots" within the ball of earth we lift and put into the pot the plant is to occupy during the winter. Another advantage gained by cutting around the plant in advance of potting-time, is that when we come to lift it, we can do so without breaking the earth apart and exposing the roots. This method avoids the

severe check that comes to all plants whose roots are seriously disturbed at potting-time, as all must be if all the work is done at once.

If new pots are to be used, soak them for at least twenty-four hours before filling, or the porous material of which they are composed will absorb moisture from the soil almost as readily as a sponge would, and the plant's roots will be robbed of that which they especially need at this critical period. If old pots are used, scrub them well. See to it that every pot is provided with the best of drainage before a plant goes into it. Gather up broken pots, crockery, and other material of a similar nature, before potting-time comes, and pound it into small pieces for use when needed. It pays always to keep some on hand.

Also get your potting-soil ready. Do this in advance, if you want it to be thoroughly prepared. If we delay until things are needed, we are pretty sure to slight our work, by attempting to do it in a hurry. It pays to do all work well, whether in the garden or out of it.

Prepare enough potting-soil to answer present demands and have some left to take into the winter with you. Frequently it is advisable to repot a plant in winter, but if we have neglected to provide ourselves with compost, the plant is obliged to get along as best it can until spring comes; then it may be too late to give the benefit that was needed long before. Always look out for the future.

Chrysanthemums should be showing buds now in the early-flowering sorts. Do not remove very many of these buds, as the florists who grow enormous blossoms for exhibition-purposes do. Many flowers of medium size will afford greater pleasure than a few so large that they are simply monstrosities. No pinching back should be done after the first of the month, as that would interfere with the crop of flowers now coming on.

Go over the Gladioli and mark the sorts that have most merit, discarding those with no particular beauty. There are so many good ones, nowadays, that we can not afford to give inferior sorts a place in our gardens.

Select the smaller plants of Ten-Weeks Stock to be potted for winter-flowering, in preference to large ones. Look over the Marguerite Carnations, and make a selection of such as show flowers, for winter use, but do not pot them for a month or more. These plants are quite hardy and can stand a good deal of frost; it is well to leave them out as long as possible, as they do not take kindly to the window-garden in early fall.

Put all newly-potted plants in a cool, shady place, and leave them there until they have become established in their new quarters. By watching their leaves, you can tell when they have begun to make new roots to take the place of those sacrificed in lifting them. When these straighten out and lose their flabbiness, you may know that the plant has got down to work, is ready for business.

If you think it advisable to take any plants into the house this month, look them over and make sure there are no insects on them before removal. It is an excellent plan to give all of them a showering with Sulpho-Tobacco Soap infusion.

The fall catalogues will be coming in this month, filled to the brim with attractive pictures of all sorts of hardy bulbs. Go over them, make out your order for such as you purpose to plant, and send it off as soon as possible, that you may have it filled early in the season. Bulbs should go into the ground by the middle of September, and unless your order is sent in very early you may be obliged to wait until the last of the month or possibly the first of October before they come to hand, as orders are filled in the order of their receipt.

Go over the garden and decide on necessary or advisable changes. If anything needs removal, or can be improved by putting it in a new place, make arrangements for the work now. That is—plan for it. Do this after giving the matter careful consideration. Always avoid the haphazard methods that result from not thinking out things beforehand.

A charming winter-flowering plant is the Cyclamen. You can obtain young plants any time after this month. You can also get seedlings of Chinese Primroses, Primulas, and Baby Primroses. The sooner you procure them and get them to growing, the better plants you will have for the coming season. It takes even a small plant several weeks to adjust itself to new conditions, and it ought not to be asked to do this when the season is too late for it to do itself justice.

Have you ever grown the Araucaria? If not, I would advise you to get one. You will find it an easy plant to grow. It takes kindly to window-garden conditions. It is a sort of pine, with evergreen foliage, but it resembles the native hemlock more than it does any of the pines with which we are familiar. Its branches are produced in symmetrical

whorls. There are generally three branches to a whorl, and these are arranged so regularly about the main stalk that when you look down upon the plant each whorl is a perfect star with five points. Because of its unlikeness to the Palm, you will be delighted with it, and find it a good companion-plant for that favorite. Of the two, I prefer the Araucaria, for it does not lose the beauty of its foliage readily, and that the Palm is likely to do unless it has better care than it generally gets.

If you want a plant that will stand

more neglect and abuse than anything else of which I have any knowledge, get an Aspidistra. This plant is grown for its foliage alone. This is large, and of a very dark, rich green, if you get the variety called *lurida*; it is green and pale yellow, if you get the variety called *lurida variegata*. This is the most satisfactory sort, because of the beautiful contrast of color in its striped foliage. Give it all the water it requires and the plant will ask for nothing more. It will even flourish in a dark corner where other plants would soon die.

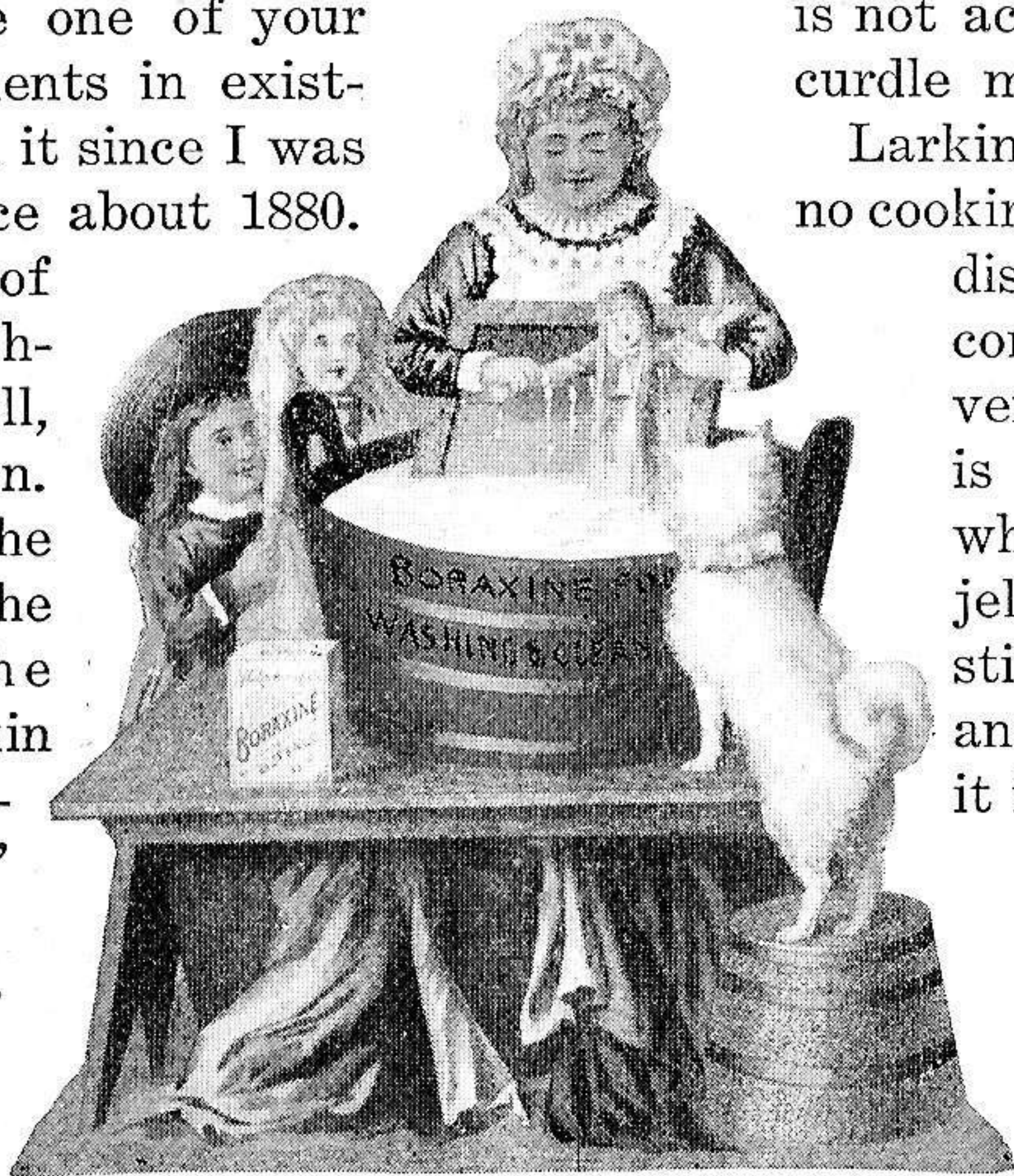
An Advertisement of 1880.

Mrs. H. A. Lee, La Crosse, Wis., accompanying a draft for \$150.00, writes: "I have one of your oldest advertisements in existence. I have had it since I was a little girl,—since about 1880. It is a picture of two girls at a wash-tub washing a doll, a poodle looking on. It advertises the Boraxine and the package has the name 'J. D. Larkin & Co.' and 'Boraxine' printed on it."

Larkin Gelatine.

In making Larkin Gelatine, which we now offer to our customers, the materials are selected with great attention to purity, and the various operations are carried out with the most scrupulous care and cleanliness.

This Gelatine is obtained from superior calf-stock that is submitted to a long refining process, which results in a pure, flavorless, odorless, sparkling product,—a dainty, nutritive food.



A LARKIN ADVERTISEMENT OF 25 YEARS AGO.

Unlike gelatines prepared by a less modern and sanitary process, it contains no injurious preservatives. It is not acid and so will not curdle milk or cream.

Larkin Gelatine requires no cooking; it is pulverized, dissolves readily and completely, so is conveniently handled. It is water-white and while the resulting jelly lacks the gluey stiffness of the cheap and worthless grades, it is of good body and will mold into form perfectly, assuming a crystal-clear, trembly consistency that is tantalizingly appetizing.

Enough for two quarts packed in a neat box, with two envelopes of pure vegetable coloring matter, pink and orange, and directions and suggestions for use, price 10c.

Larkin Concentrated Soups.

Soups are being used more and more widely as their dietetic value becomes more generally recognized and more thoroughly understood.

They are not only a food in themselves, but they prepare the stomach to receive other foods by stimulating a flow of the digestive juices.



Larkin Soups are most convenient to serve—merely dilute them with hot water.

We offer four kinds: each, in sterilized, air-tight can, enough for six plates, price 10 cents.

Larkin Tomato Soup.

Larkin Tomato Soup is made from whole, red, ripe, luscious, exquisitely flavored tomatoes, grown in Indiana, where the soil and climate are ideal for their culture. Special transportation facilities enable us to have the tomatoes made up into soup within twenty-four hours after they are picked from the vines. Larkin Tomato Soup is made only during the tomato season, and nothing but fresh, sound tomatoes are used in preparing it.

Larkin Vegetable Soup.

This soup is made from strictly fresh vegetables gathered from carefully cultivated gardens; no canned, dried or cured vegetables go into its composition. It is made only during the vegetable season, when the ingredients are fresh and crisp and at their best. The vegetables are so used that they harmonize perfectly in flavor, and a most delicious and palatable soup results.

Larkin Chicken Soup.

Larkin Chicken Soup is a nutritious broth from selected and fresh-dressed poultry; no cold-storage or preserved fowls are used.

The rice added to the broth is of the best quality, and the grains are fine and large.

The soup is put up immediately after it has finished cooking; no

dust or germs can reach it. It is seasoned with the best and purest of spices, and will be found dainty, palatable and inviting.

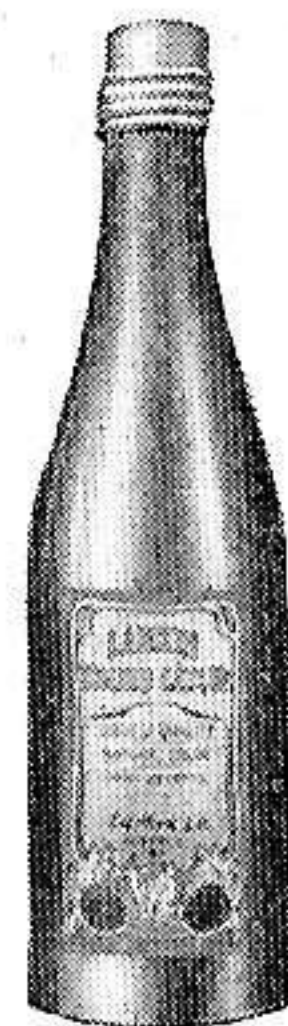
Larkin Ox Tail Soup.

Larkin Ox Tail Soup is composed of the rich, juicy marrow extracted from the tails of cattle. The materials for this soup are received fresh each packing day and are handled in a skillful, cleanly manner. The soup is put up without delay. It is wholesome and of unusually good flavor.

Larkin Catsup.

From the pulp of the most choice tomatoes in the world Larkin Catsup is made. These tomatoes are grown in Indiana, in a soil and climate that foster the development of luscious flavor.

Only the pulp is taken for Larkin Catsup; the skins and cores are utilized by another firm in a cheaper grade of catsup that is not offered to Larkin customers.



The tomatoes are picked in the early morning, hurried to the factories by special trains, and made into catsup the same day; so only fresh vegetables are used. In this way, deterioration of flavor is prevented.

Larkin Catsup is all-tomato catsup; no parsnips, no turnips are used to give it body and make it smooth to the taste, as with cheap catsups. Its creamy smoothness is wholly due to the choice tomatoes used.

The spices with which it is seasoned are savory and pure. They give it an appetizing taste.

Larkin Catsup, unlike many prepared catsups, is not poisoned with harmful preservatives. Yet it is so made that we guarantee it against fermentation. No coloring matter is used. Its rich red is that which

fertile soil, gentle rain and balmy sunshine gave the tomato, untampered with.

Larkin Catsup is put up in a fine bottle with a patent metal cap that can be used as a cover after the cork is drawn. Larkin Catsup presents an inviting picture on the table. Serve in the bottle.

One-pint bottle, price 25 cents.

Larkin Pork and Beans.

Larkin Pork and Beans, Boston Baked, with Tomato Sauce, combine strength-giving elements in such a proportion that they supply a nourishing food. Beans prepared with Tomato Sauce are delightfully palatable as well as high in nutritive properties—they are good blood- and muscle-makers.

Larkin Pork and Beans are prepared from the finest Michigan beans, sound, ripe, juicy Indiana tomatoes, and young, sweet tender Indiana pork.

Larkin Pork and Beans are baked in a special oven, and are equal to any the home cook can prepare—perhaps just a little better.

In two-pound can, enough to serve six plates liberally, price 15 cents.

Successful Coffee Clubs.

The opponents of the saloon should direct their attention to the success of the "Coffee Club" of San Diego, California. This club was started by an association for the purpose of establishing a place of refreshment, recreation and amusement, where no intoxicating liquors, cigars or tobacco in any form were to be sold, the profits not to be divided among the members of the association, but to be capitalized continuously, with a view to establishing other such houses.

The progress has been striking. San Diego has now two club-rooms for men and one for women. Other towns have taken up the idea, and there are similar places at Los Angeles, Santa Clara, Petaluma and Bakersfield. They are both social and financial successes. Men who formerly spent their time in saloons drop into the coffee-rooms and lunch, read, play checkers and enjoy a social chat. The two club-rooms in Los Angeles are visited daily by from 1,000 to 1,500 men. In San Diego the attendance at the three places averages about 800, of which 200 are visitors to the women's club.

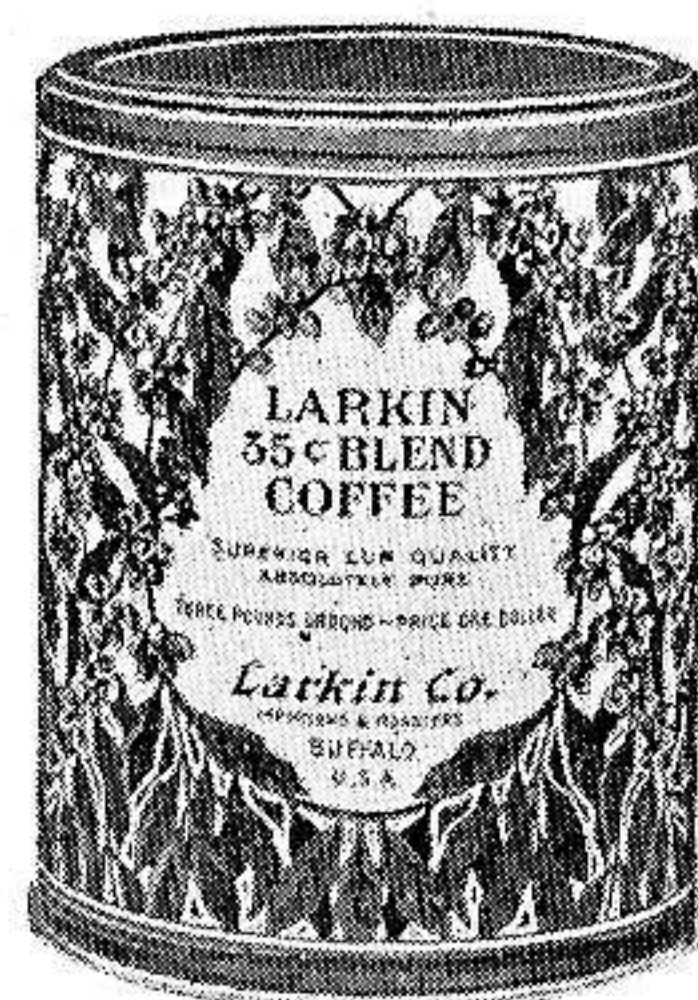
It takes about \$2,000 to launch a club, but when it gets well under way it pays for itself. In San Diego it has been ascertained that one half of the men who come to the coffee-rooms formerly visited the saloon. With Bishop Potter's pure-drink saloon on one side and the California coffee-clubs on the other, those who are opposed to the saloon as at present conducted have interesting experiments to watch.—*Baltimore Herald*.

Larkin Coffee.

Larkin 35c. Blend Coffee, ground, or unground, in air-tight can, price, 1-lb., 35c. ; 3-lb. can, \$1.00.

The superiority of Larkin Coffee in flavor and aroma is directly due to the care employed in its production.

The whole process, from the selection of green materials to the sealing of the filled canisters, is conducted under the scrutiny of an expert who has made a life study of coffee production.



CORRECT SHAVING.

THIRD LESSON.

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FIGURES 22 and 23. Take the razor in the left hand, place the right hand above the head as shown in Figure 22; lay the razor flat upon the face and make three or four downward strokes to the distance shown in Figure 23, always pulling the skin in the opposite direction, working the wrist as much as possible.



FIG. 22.

Figure 24. If while shaving the left side of the neck you come to a portion of the beard that grows *up*, proceed no further for the present. If, however, the beard grows *down*, shave the neck *down* as shown in Figure 17, always pulling the skin in the opposite direction, working the wrist as much as possible.

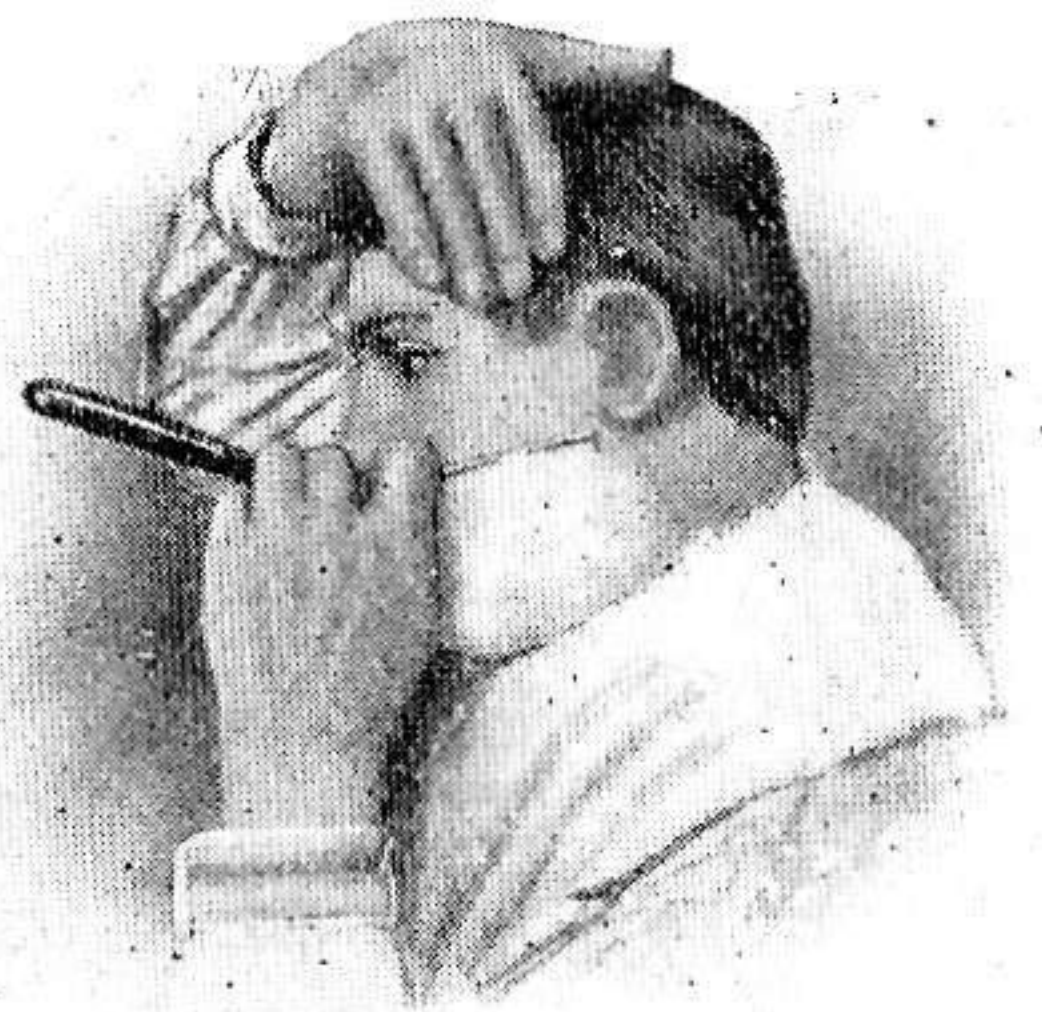


FIG. 23.

Figures 25 and 26. Take the razor once more in the right hand, place the left hand upon the left cheek,

as shown in Figure 25, lay the razor flat upon the face with the point of the razor at the corner of



FIG. 24.

the mouth or mustache, make six or seven short strokes to center of chin, as shown in Figure 26, moving the left hand along as you proceed, always pulling the skin in the opposite direction and working the wrist as much as possible.



FIG. 25.

Figure 27. Place the fingers of the left hand on the chin and under lip, and lay the razor flat upon the point of the chin, as shown in Figure 27. Should the beard grow *up* on the neck, then, for the present, shave only down to where the hair commences to grow *up*, always pulling the skin in the opposite direction, working the wrist as much as possible.

Figure 28. If the beard grows *up* on the neck, take the razor in your right hand, place the fingers of the left hand on the neck below your



FIG. 26.

Adam's apple, lay the razor flat upon the neck, as shown in Figure 28, pull the skin downward giving four



FIG. 27.

or five upward strokes to where the beard ceases to grow up, pulling the skin in the opposite direction.



FIG. 28.

Figure 29. Keep the razor in the right hand and in the position of Figure 28. Place the fingers of the left hand on the side of the neck and lay the razor flat upon the neck, as

shown in Figure 29; continue to shave up until you reach the place where the beard ceases to grow up, always pulling the skin in the opposite direction, advancing with the left hand as you proceed.

Figure 30. Should some beard remain on the under lip, apply fresh lather, place the fingers of the left



FIG. 29.

hand on the point of the chin, as shown in Figure 30, keeping the razor in the hand in the same position shown in Figure 29; make four or five upward strokes, pulling the skin down.



FIG. 30.

Figure 31. Take the razor in the right hand, place the left hand on the cheek, lay the razor flat upon the corner of upper lip, as shown in Figure 31, pull the skin in the opposite direction and shave to the distance of the corner of nose, using from seven to eight short strokes.

Figure 32. Keep the razor in the hand, as shown in Figure 31, place the fingers of the left hand on the point of nose, pulling the nose slightly to one side; lay the edge of razor in

a slanting position at the corner of nose, as shown in Figure 32, drawing the muscles of the lip downward, and shave down to corner of mouth.



FIG. 31.

Figure 33. Keep the razor in the hand, as shown in Figure 32, place it on the center of upper lip close to



FIG. 32.

nose, in a slightly slanting position, as shown in Figure 33, draw the



FIG. 33.

muscle of lip downward, and make short strokes till finished.

The Larkin Church-Aid Plan

HELPS CHURCHES

Pay Off Debts Support Missionaries

Supply Funds for Societies

Furnish Sunday Schools and Parsonages

A practical, effectual, co-operative means of raising money—endorsed by pastors and congregations.

Members and friends, through a Church-committee in charge, buy at regular retail prices Larkin Laundry and Toilet Soaps, Toilet Articles, Coffee, Teas, Spices, Extracts, Baking Powder, and many other daily Home Needs.

Large Sum Easily Raised

Factory-to-Family dealing gives \$20.00 worth of Larkin Products for \$10.00. The church receives one half, fifty cents on every dollar's worth sold. There is no extra expense to anyone, and the plan can be kept in continuous operation, yielding to the church \$50.00, \$100, or even \$1,000 in a year's time.

We help any church or society start the Larkin Church-Aid Plan.

Write for Application-blank No. 27 and complete information.

Larkin Co.

Church Aid Dept. BUFFALO, N. Y.

THE LARKIN IDEA

PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three orders for the Larkin Soaps and other Products within twelve months. To one who continues to send orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

Larkin Co. Publishers.

ESTABLISHED, 1875.

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IMPORTERS.

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In Love's Suspense.

BY UNCLE HIRAM.

When Lucy Ellen wants to turn
A fellow's head, she can;
She knows just how to go to work
To subjugate a man.

She uses Elite Toilet Soap
That leaves her face so fair,
So soft, so smooth, so beautiful
That there is danger there.

She puts upon her handkerchief
A hint—just that, no more—
Of fragrance that will weave a spell
One's wildered senses o'er.

And, all arrayed in muslin fresh
From Monday's wash, she goes
To scatter bliss and misery—
The thorn goes with the rose.

Oh, Lucy Ellen, if you knew
What havoc you have made
In hearts of most devoted swains!—
And yet, I am afraid

You know *too* well the power that's
yours,
And use it with delight;
For there is mischief in your eyes
When conquest is in sight.

If I felt sure 'twould help me win
The prize for which I hope,
I'd buy me all the charms that come
With a case of Larkin Soap.

And then I'd lay siege to her heart
And make terms of surrender;
And she—she'd smile, *and have her*
way,
And I—a heart I'd lend her.

To play with as she feels inclined,
Just as I do today.
Oh, Lucy Ellen, please be kind,
And come, be mine, I pray!

How Middlemen Deprive our Homes.

Figures furnished by the Bureau of Statistics at Washington show that America's coffee bill last year was \$81,000,000. This amount was expended for imports.

At retail this coffee sold for at least \$200,000,000, of which \$75,000,000 at the very lowest figure fell to the middlemen.

Think of it: \$75,000,000 used up and nothing in return—tribute to middlemen for their services, pampering services that could have been eliminated by more thoughtful, more simple, more direct methods.

Suppose all the coffee had been distributed to the consumers by some economical plan like the Larkin Idea, leaving \$75,000,000 to be expended for household furnishing, such as Larkin Premiums. How much greater would have been the sum-total of our comfort! The Larkin Idea is the simple life.

A Traveling Showroom for Pennsylvania.

Our customers and friends in the New York towns visited by the Larkin Traveling Showroom have manifested much pleasure and interest in it. In conformance with our original plan, a Showroom to visit our friends in the cities and towns of Pennsylvania will soon be en route. We expect great pleasure in presenting to Pennsylvanians the merits of Larkin Soaps and Premiums, face to face.

Other states will be visited in the near future.

The Traveling Showroom now en route through New York continues to receive enthusiastic praise from all who avail themselves of the opportunity to visit it. We are very grateful for this cordial support. During the coming weeks the following New York towns will be visited:

Plattsburgh, July 31-Aug. 5.

Utica, 36 Lafayette St., Aug. 7-19.

Glens Falls, Aug. 21-26.

Gloversville, Aug. 28-Sept. 2.

Schenectady, Sept. 4-16.

Albany, Sept. 18-Oct. 7.

An Effort for Better Food.

The Seventh Annual Meeting of the Lake Placid Conference on Home Economics, which occurred at Lake Placid, Adirondacks, N. Y., the last week in June was attended by our specialist in Household Economics.

This Conference, which held a very successful meeting, is devoted to the scientific and sociologic study of the home, the aim being to concentrate the best thought of the leading workers along some special lines in order that each year's discussions may count as a distinct progress in some limited part of the field. The especial topics this year were "Personal Hygiene" and "The Pure Food Problem."

Both of these subjects were of great interest to us, involving as they do the principles for which we stand. The report of Mrs. Ellen H. Richards, chairman of the Health Education Committee on Hygiene, and what real cleanliness implies, was most beneficial.

Mrs. Harriet Hinman Abel of Baltimore, chairman of the Food Committee gave a very helpful and instructive report, noting particularly, in the gradings made by first-, second-, and third-rate grocers as to the quality of the goods offered, the point that first-class goods on becoming too stale for their market were passed on to the second-rate man through the jobber, and again to the third-rate man, each in turn proclaiming the worth and suitability of his own goods. The Larkin Idea of Factory-to-Family dealing overcomes this practice, as all Larkin Products pass direct from manufacturer to consumer.

Additional to the other reports in the food problem was the note of Dr. Langworthy of the U. S. Department of Agriculture, who made a plea for the explicit statement, on the label, of all the ingredients of a compound, the government feeling that is due the people, and if a compound contains benzoic or salicylic acid, copper, or any of the coal-tar dyes, it is the public's right to know this.

The voicing of these suggestions and statements by such authorities carries weight, and we are glad to extend our appreciation to the members of the Lake Placid Conference for the work done in the past, and our hearty co-operation for future tasks.

More New Products.

THE LARKIN IDEA for September will announce more new Larkin Products.



1. Transposition.

Now here is a story, concerning a boy
 Who took a fourth at the cafe, his eye filled with joy,
 See! how he fifth! his wants he may third;
 For from the attendant he has just heard
 That the fine Larkin first, procured in the second,
 Are among the good things of this hostelry reckoned.

When you are with this puzzle done,
 You have five words instead of one.
 Just find the word; then twist it around,
 And all the others will be found.

2. Triple-Letter Enigma.

In "Sulpho Tobacco",—the florists all use,
 In "Modjeska Carnation",—for Gentiles and Jews,
 In "Larkin Rosewater",—good for the skin,
 In "Larkin Blend Coffee",—oh, my! count me in,
 In "English Castile",—pretty hard soap to beat,
 In "Fine Orange Extract",—makes good things to eat.

What kind of a puzzle can this be?
 Read three times down and you will see.

The varying price of stocks and wheat,
 Is regulated in Wall Street;
 Sometimes they're down, then upward go
 Like children's game of "Tit-tat-to."

Not so with this. No "Bulls and Bears"
 Affect this substance with their snares;
 Always goes up—the whole year round,
 Its upward tendency is found.

3. Numerical Enigma.

Historians tell us that Old Mother Hubbard
 Was a 1 to 5 when she went to the cupboard;
 I believe that all of us take the same view;
 That she was 6 to 9 is equally true.

The total, quite frequently form Clubs-of-Ten,
 And the products all gone, they send in again
 And get a fine premium, given as a free prize,
 That would make Old Dame Hubbard stare with both eyes.

Where that out-of-date cupboard formerly stood
 Stands a fine Kitchen Cabinet of hard maple wood,
 A Larkin Premium for one of the Ten;
 Or they'll send your selection for parlor or den.

To every boy or girl sending us the correct solution of Nos. 1, 2 and 3 before September 15th, we will mail free of charge a fine handkerchief. Address Editor THE LARKIN IDEA.

The solutions will be published in THE LARKIN IDEA for October. Solutions will not be acknowledged by letter; corrections or other alterations will not be permitted after solutions have been submitted.

Solutions to June Puzzles.

1. Charade.
 Tar-tan Tar.

2. Numerical Enigma.
 Madam.

The Larkin Spices.

Larkin Black Pepper.

Black Pepper is the dried berries of the pepper vine, a hoplike plant that grows in the eastern tropics. The best pepper comes from the country round about Singapore; from this district Larkin Black Pepper is obtained. Our peppercorns are selected from very carefully prepared stock, by a competent and conscientious agent, and are most choice.

They are ground under the special supervision of our spice expert, and no adulteration or substitution of any kind whatsoever is permitted, greatly to the surprise of the spicemillers; "it's so unusual," they say.

The flavoring qualities of Larkin Black Pepper are superbly full and strong. Package $\frac{1}{4}$ -lb., ground, price 10c.

Larkin White Pepper.

Larkin White Pepper is made from the same excellent Singapore peppercorns as Larkin Black Pepper. The peppercorns are soaked in water, the outer black skins rubbed off and the inner kernels bleached in the sun. With this the process is complete.



In making cheap white peppers, inferior peppercorns are bleached by questionable and sometimes uncleanly methods and then bolstered up with adulterants. A worthless, tasteless, gritty powder results.

Larkin White Pepper is of rich mellow flavor, delightful to palates that find the black variety too pungent. Package $\frac{1}{4}$ -lb., ground, price 15c.

Larkin Cayenne Pepper.

Larkin Cayenne Pepper is the ground dried fruit-pods of the capsicum plant. It is grown in Zanzibar, where the soil and weather are best suited for the culture of the spice. After the peppers are ripe, they are merely carefully dried in the sun. Grinding completes the process. Larkin Cayenne Pepper is neither dyed nor adulterated; the peppers are purchased whole, so there is no chance for fraud. Package $\frac{1}{4}$ -lb., ground, price 10c.

Larkin Cloves.

Cloves are the unexpanded flower-buds of a beautiful, tropical evergreen-tree. The best and richest cloves are grown in the East Indies; here we secure our supply.

After being gathered, the cloves are prepared for shipment by smoking them on hurdles covered with matting, near a slow wood-fire, and then dried in the sun.

From most cloves offered for sale, a small percentage of the clove-oil, the sole flavoring material, has been extracted. Not so with Larkin Cloves. They are of full strength, pure and free from stems and other makeweights. Package $\frac{1}{4}$ -lb., ground, price 10c.

Larkin Allspice.

Allspice is made from the dried berries of the pimento, a white-trunked, shapely evergreen-tree that grows in Jamaica. The berries have a similarity in smell and taste to cloves, cinnamon and pepper, or rather a peculiar mixture of all combined, whence the name, allspice.

Allspice is the least costly of all the spices. Notwithstanding this fact, most dealers charge as much for it as for the more costly spices. The Larkin prices throughout the list are determined by cost and not by tradition.

Larkin Allspice is ground from choice berries and is absolutely free from adulterants. Package $\frac{1}{4}$ -lb., ground, price 5c.

Larkin Nutmeg.

Nutmegs for Larkin customers come from Penang. The fruit from that country is regarded by all spice experts as the most choice.

By some dealers, the nutmeg-oil is extracted with alcohol and the impoverished fruit is ground. In our nutmeg, only whole, perfect fruit is used. All worm-eaten and immature nuts are rejected. This insures an excellent, satisfying flavor. Package $\frac{1}{4}$ -lb., ground, price 15c.

Larkin Saigon Cinnamon.

Larkin Saigon Cinnamon will set at naught the lament common among housewives these days, "We can't

get the good old kind of cinnamon any more."

Larkin Saigon Cinnamon is the "good old kind." It is the bark of a species of laurel, grown in Saigon, China, where the fertile and silicious soil gives it an unusually fine flavor. Its taste is sweet and spicy, and it is of full strength.

Cinnamon is easily adulterated. Most any kind of bark can be ground and dyed to resemble it, a fact to which the prevalence of worthless so-called cinnamon may be attributed.

These adulterated and imitation spices are sold at low prices and then yield a large profit. True cinnamon is a costly article, but we feel that our customers want quality and are willing to pay for it—on the Larkin Factory-to-Family basis. This accounts for the kind of cinnamon we offer and the list-price we charge for it. Package $\frac{1}{4}$ -lb., ground, price 20c.

Larkin Ginger.

Ginger is derived from the fleshy creeping root-stalks of the ginger plant. The principal varieties that enter into commerce are from Jamaica, Cochin China, and Africa. The ginger of Jamaica is of the finest known quality. Peculiar care is bestowed upon its cultivation and production, and its flavoring and medicinal properties are developed to the highest possible degree.

Larkin Ginger is imported direct from the island of Jamaica; it is genuine, pure and of fine color and flavor. Package $\frac{1}{4}$ -lb., ground, price 10c.

Larkin Mustard.

Larkin Mustard is ground from choice English-grown seeds by the English process; natural color and best milling result.

Avoid the cheap ordinary mustards. They are adulterated with tumeric to give them color and with

cayenne pepper to make them pungent. Larkin Mustard is free from that fiery taste characteristic of the inferior varieties, and is absolutely pure. Package $\frac{1}{4}$ -lb., ground, price 10c.

An Erroneous Conception of the Larkin Idea.

The *Furniture Trade Review*, a journal highly esteemed among furniture men, in its July issue in an article treating of Larkin Co., entitled "A Great Premium Business," remarks:—

"Doubtless many of the women who are buying soap with vigor to furnish their homes, might not think of spending as much money with a furniture dealer. No doubt, the Larkins are creating wants, though to a large extent they are taking trade away from the dealers."

To which we take exception.

In the first place, the women who buy Larkin Soaps and Products with vigor—we like the word vigor—do not spend their money merely to secure furniture. Larkin Soaps and Products are not purchased as an unavoidable encumbrance, like the rind of an orange or the shell of a nut. On the contrary, in point of genuine merit every household necessity and luxury that is honored by a place on the Larkin Co.'s order-sheet is superior to the majority of similar articles offered at retail, and inferior to none. Each one is a favorite in hundreds of thousands of homes.

Should a calamity place the Larkin Soaps and Products on the retail shelf,—which Heaven forbid!—they would be demanded in preference to most if not quite all other brands, and at the very same prices at which we now list them. Millions of housewives will corroborate this.

Secondly, chances are those of our country's good housewives who have dealt with the Larkin Co. once will never again spend as much with the

retail furniture dealer as they do with us. What inducement have they? Comparatively fixed incomes are at their disposal. If they buy of the retail furniture dealer, the money paid him cannot also be spent at the grocer's for goods in his line. The wholesaler and the retailer would visit the bank oftener, but at what benefit to the customer? A given sum sent to Larkin Co. will fill the cupboard and furnish the parlor. The same amount at the retailer's counter will leave one or the other bare. Dollars will do double duty only by the help of the Larkin Factory-to-Family Idea.

Again, Larkin Co. are creating a demand for their Soaps and Products and for their Premiums, a demand that grows by what it feeds upon, but as for "taking trade away from the dealers," by what right, forsooth, do these dealers lay a prior claim to trade? By what compulsion under the sun must one purchase from them? Trade in Soap, in furniture, in bricks, in straw, in every commodity whatsoever, belongs to him who by square dealing, superior quality and better values can command it, and to him only. Mr. Retail Dealer, look to your system for the cause of your forsaken counters. Take the middlemen by the heels; preserve, or increase, the quality of your wares *and split your prices in two*; then, perchance, some of this trade you claim has gone astray will return to your doors. But you'll have to hurry, because, remember, a satisfied and pleased customer and a good friend are one and the same; and Larkin customers are always pleased and satisfied.

Larkin Baking Powder.

Remember the price is 20 cents for a one-half pound can. It is pure, wholesome, of high leavening power and excellent keeping qualities. It is pleasing all who try it.



THE LARKIN BOYS' SYMPOSIUM

CONDUCTED BY BORAXINE



IF you will but let them, the birds, bees, and other creatures of the outdoor world will make friends with you and in their own way tell you what they are thinking about and particularly what they think of you.

This is a story of one boy who made such friends, and what they told him:—

Little John was tired; for over an hour he had been driving the Reliance Automobile Wagon that he obtained with a ten-dollar assortment of Larkin Soaps, which he had sold to his mamma and four aunties, so he lay down on the grass and his dog Trip curled himself in a heap near him.

John had not been there long when he heard a buzz! buzz! buzz! right next his ear, and a wee voice said: "Oh, you lazy boy! Why aren't you studying today?"

John started; his mother had said the same thing to him a few hours before, and he had taken his book to the garden, but had left it on the bench and played with the Automobile Wagon and Trip ever since. Trip growled, "Grrr, Gwk!" and curled up again, for he was tired also; but John looked up to see whence the voice came.

All he saw was a big yellow bumble-bee sucking honey from a clover blossom.

"Who spoke to me?" said John.

"I did," said the bee, sitting down on a toadstool; "why don't you work, as I do, instead of lying there in that lazy way?"

John looked surprised. "Can you talk?" he asked.

"Of course," said the bee. "I have spoken to you many times, but you would not listen to me. Buzz! buzz!"

"Um! What can you teach me?" said John. "You are only as big as the end of my little finger, and you can't read or write or do arithmetic."

"Ha-ha," laughed the bee, with another little buzz, "maybe I cannot and maybe I can; but I know how to make honey and I think you would be glad if you could; then I help to take care of the eggs."

"The eggs?" said John. "Why, the hen would eat you up!"

"Cluck! cluck! cluck! cluck!" came from behind them, and an old biddy hen came around the apple-tree with her chicks all calling "peep! peep! peep!" after her. "No, I will not," said biddy, "because he does not mean my eggs—he means his Queen's."

John's eyes opened wider and wider.

"Have you a Queen?" he asked; "we haven't; we have a President. Must you do everything she tells you to do?"

"Yes," said the bee, "we all in our hive know what we have to do, and if we do not do it, we are put out."

"But what in the world can *you* do?" asked John.

"Hm," said Bumble, smoothing his wings and looking big; "we collect wax and build the houses and cradles for our Queen's eggs; then when the youngsters come out, we have honey stored all around them so they won't get hungry; we go from one flower to another and

shake them up so the seeds will grow; we teach bad boys manners by stinging them when they are naughty; and many other things."

Wrrr! Wrrr! Wrrr! and plump something dropped on John's shoulder.

"What's that?" he cried, and looking down he saw a great golden beetle.

"Good morning," said the bee; the beetle bowed a polite "Good morning to all"; then, turning to the bee, said: "I was just across the path there, burying a field mouse, when I heard you talking, and I thought I would stop work long enough to come over and tell this boy a few of the things we have to do. Of course he would not be lazy if he only knew better, but it is time he thought of something besides play."

Johnny's eyes opened wider than ever; it was strange to hear the bee and hen talk, but to have a beetle who always seemed to do nothing but fly around in a very clumsy way and drop kerplunk on the back of your neck now and then, just to frighten the life out of you, talk of *his* being lazy and reprove him for it, almost makes John laugh out; but he must always be polite, so he only said, "Please, Mr. Beetle, will you kindly tell me what I should do?"

Mr. Beetle waved his feelers to the hen and bee and then said: "Johnny, I am glad you are so polite, as I am a very hard worker and have not much time to talk to you. I only want to say that you should give more attention to your studies, and when your parents or elders tell you to perform some task, you should do it at once, because you must know that no matter how large or how small we are, we all have our tasks to perform, and the more willingly and better we do them, the happier

we are in the end. Now, I have my work to do, and I do it well. I am happy all day long and so would you be if you would only try to do what you are told.

"Do you remember how, when your mother asked you to go to the store and get some tea, you stopped to play with Trip and forgot to go and when your papa came home for his supper, and there was no tea for him, how badly you felt and how you wished you had gone? You were punished for it, and you deserved to be, but wasn't it just as bad to think that your papa had no tea and that it was all your fault?"

Johnny hung his head; he remembered how he wished he had gone for the tea when he was sent. It would not have taken long and Trip could have gone with him; then when he returned, there would have been plenty of time to play. So he said: "You are right, Sir, and I am very sorry I was disobedient. But since then, you know, the Larkin Co. have added five kinds of tea to their list of Products, and we don't go to the store for tea any more."

Mr. Beetle nodded approvingly, and bowing to the hen and the bee said: "I am glad you are sorry, for that is a good sign that you will try to do better the next time; you should be as conscientious about your work as we are about ours."

"Work," said Johnny, "I do not understand; do all animals, birds, and insects work?"

"Certainly," said a new voice, and Spotted Lizard slipped from under a leaf. "Even we reptiles work; the bees make the honey and help the flowers to grow, as you will learn when you get older; the hen and I prevent the worms and insects from becoming too numerous and so annoying people or killing the flowers and plants. Mr. Beetle buries the dead

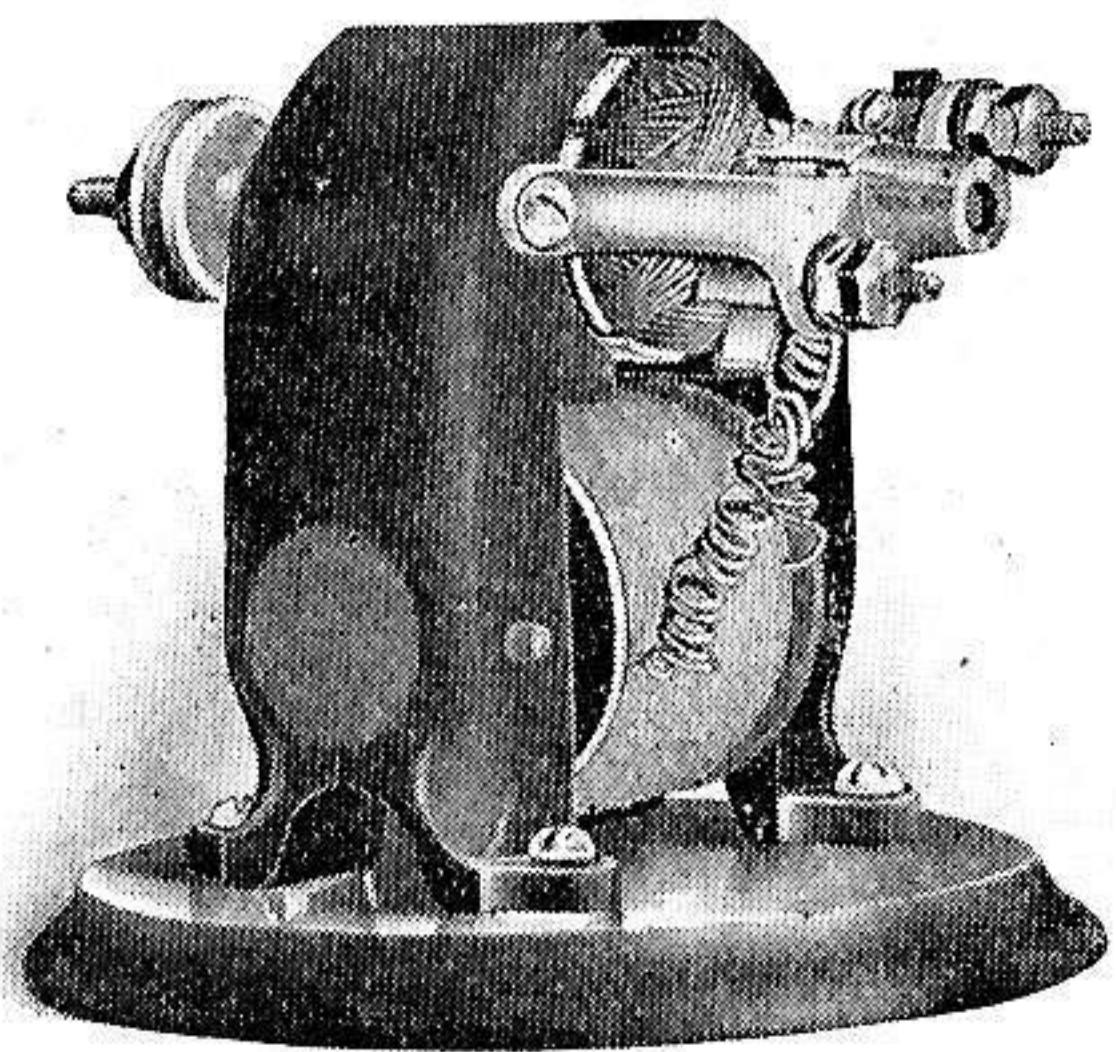
little animals and insects ; in fact, everything living has its tasks. So you should perform yours, to be useful in the world."

Johnny remembered his teacher had told him that, but he did not pay much attention to it at the time ; he was just about to ask another question, when Trip awoke and began to bark. Papa was coming up the path.

Johnny rubbed his eyes and looked for his friends. There was the hen calling her chicks on the other side of the garden ; a bee was humming in the clover ; the beetle and lizard were nowhere to be seen.

When he went into the house and told his papa and mamma all about it, they told him that all he had heard was very true. So Johnny promised to follow the example his little friends had shown him, and he has kept his promise very well.

This Wonder Dynamo and Motor is a new Premium that will interest most of you. It is not a toy, but



embodies all the features of the great generators and motors to be found in power-plants and factories. You will find it instructive and entertaining at the same time.

Can be used either as a Dynamo or Motor. It will run unloaded on one cell of dry battery, and with five or six cells considerable power can be developed. Will run a small fan. Has brass pulley to which a belt can be attached to run toy engines, etc. Wound to six volts. Brass bearings.

Weight, 4 lbs. Height, 4½ in. ; length of shaft, 5¼ in.

Given for three Certificates.

How to Relieve Catarrh.

Despite the claims of many "quack" doctors and patent medicine firms, any reputable physician will tell you it is doubtful whether catarrh of the head can be absolutely cured in this raw, changeable climate, that



not only aggravates the trouble but does much to cause it. A great deal may be done, however, toward alleviating it ; and so long as the treatment is continued, the trouble will almost wholly disappear.

Each night put a pint of warm water in a basin set apart for this purpose ; add a tablespoonful of Larkin Witch Hazel, and by means of the hand snuff the water vigorously, until the nostrils are thoroughly cleansed. Then, by use of the little finger, apply some Modjeska Cold Cream about the size of a pea, in each nostril, slowly inhaling it well into the head.

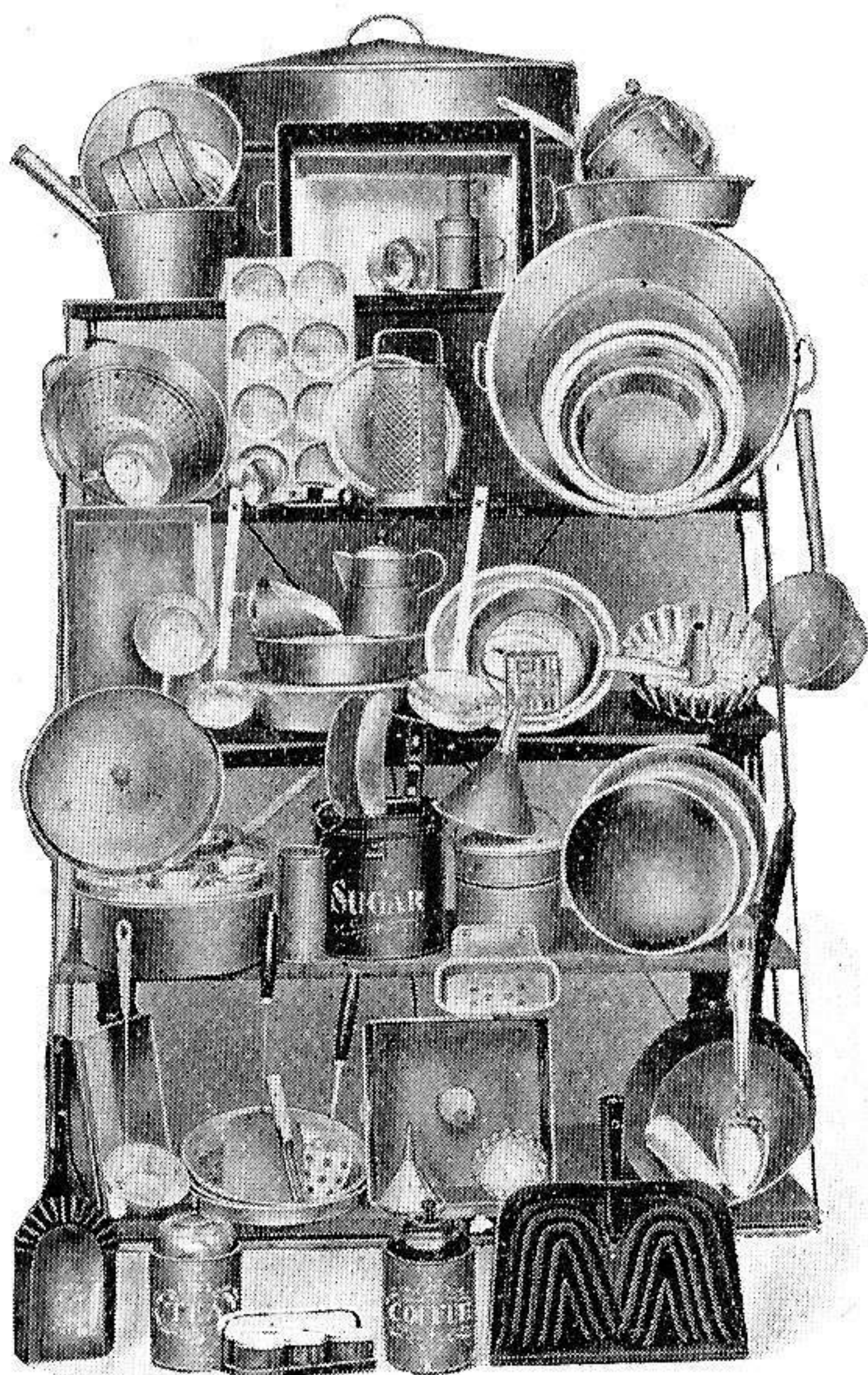
A few days' treatment of this sort will show a marked change for the better, while its continuance will remove nearly all traces of the disease. At the end of a month it may be necessary to go through this operation only once or twice a week. Any sufferer from catarrh who gives this simple remedy a fair trial will find it an infallible means of relief.

Larkin Olive Oil will clear the skin, if taken in small doses ; use a teaspoonful half an hour before breakfast and one half an hour after the last meal every day. Continue until no longer needed.



THE LARKIN Kitchen Laboratory.

IMAGINE what a chemist's laboratory would be like if it lacked the proper equipment! So, too, with a kitchen; yet many homes are woefully deficient in that regard. This excellent Tinware Assortment is free with \$10.00 worth of Larkin Products. By the way, before using new tinware, rub it over with fresh lard, thoroughly heat in the oven, and it will never rust in the crevices.



Don't put tin pans on the stove to dry, or the solder will melt and cause them to leak.

Don't pour boiling water over china packed in a pan; the sudden contraction and expansion cause it to crack.

Don't labor under the false idea that articles cook faster when the water is boiling violently.

Do everything possible to prevent the children's eating cheap candies. You don't know what they contain,



and much harm may follow. This can be easily avoided by making

candy at home. The youngsters will find diversion in helping you, too. Larkin Puritan Pure Chocolate is excellent for this purpose. Here is an excellent candy recipe that will surely please everyone:

Boil two cups of granulated sugar with two thirds of a cup of water. When boiling rapidly throw in a pinch of cream of tartar. Cook until it will almost string. Take from the fire and add one teaspoon of Larkin Essence of Peppermint; beat until it begins to crackle. Drop from spoon on waxed paper and cool. For simply-made chocolate peppermints grate two squares of Larkin Unsweetened Chocolate and add it to this when mixture is taken from the fire.

By way of variety, Larkin Lemon, Rose, and Wintergreen Extracts may be used. Yes, give the children pure candy by all means! Home-made candy is inexpensive, and a reasonable amount of sweets is beneficial.

When baking, if the oven gets too hot put in a basin of cold water instead of leaving the door open.

Larkin Rose Extract mixed with an equal quantity of our Almond Extract makes a pleasing combina-



tion. A few drops of Rose Extract placed in a finger-bowl is an agreeable substitute for the much-used lemon juice. Let a sprig of rose geranium take the place of lemon peel. Flavoring Extracts should be kept in the dark, as the action of the light is harmful to them. Keeping them in the pasteboard box will avoid this trouble. Too much warmth is also injurious; therefore select a cool place.

Preservation of food stuffs for use when the fresh supply is exhausted has been one of man's instincts from earliest times. There have been three modes—by salt, acid, and sugar. The use of salt as a preservative is shown in the old preparation of meats; that of acid, in the various pickle compounds; sugar, by the preservation of fruits.

This general process of stopping fermentation by means of sugar is divided into five groups, known as canning, preserving, making of marmalade, of jellies, and conserving or crystallizing.

Canning is the process by which the fruit is prepared with the addition of as little sugar as possible. This is the simplest form, and is done in two distinct ways: first, by cooking the fruit; second, by packing the raw fruit into the cans, sealing and steaming until the fruit is transparent, adding a syrup made by boiling sugar and water when the fruit is tender.

Preserving is the cooking of fruit in an equal weight of sugar syrup until transparent. These ingredients should be most carefully weighed.

Marmalade differs from preserves in that the fruit is cooked with a

small portion of water and strained through a colander: then sugar is added and the whole is cooked below the boiling point until sufficiently thick.

Jelly is made by using the juice of the fruit with an equal weight of sugar, and cooking until the proper consistency is obtained.

Conserving is done by cooking the fruit in the boiling syrup, draining, rolling in granulated sugar, and drying or allowing the moisture to evaporate.

Among the utensils essential for use in proper preserving of fruits are Scales, Measuring Cups, Agate Ware Saucepans, earthen or agate ware bowls, silver or agate spoons, an agate colander, small dipper and funnel, jars with new rubbers and covers, glasses for jelly, and a jelly bag. It is needful that each of these be, if not absolutely new, in immaculate condition.

There are a few general directions that apply in all these processes. Berries, cherries, currants, and other small fruits, should be washed thoroughly in the colander. To remove the skins of plums and peaches, scald the fruit and rub off the skins. Pears and peaches should be halved and freed from cores or stones.

All fruits for preserves should be kept in shape by putting them into boiling syrup; this prevents all loss of form.

Peach Preserves.

Pare and stone the desired quantity of fruit. Weigh and allow an equal portion of sugar. For each pound of sugar allow one half-pint of water and the juice of one lemon. Make a syrup of the sugar, water and lemon juice, and when it nearly strings or is at the proper density put in the fruit carefully being sure the kettle is sufficiently large so that the fruit is not crowded. Cook below

boiling until the peaches are transparent. Pour in hot glasses and cool. Cover with paper glued securely to the glass.

Peach Marmalade.

Use the same proportions as in the preceding. Cook the fruit and water until the fruit is soft. Put through a colander and add the sugar and lemon juice. Cook below boiling-point until the marmalade will stiffen upon cooling in a dish. Put in glasses same as the preserves.

Pears Preserved with Ginger Root.

The proportion of fruit, sugar, water, and lemon is the same as above; add 2-oz. of ginger root to a pound of fruit. Prepare the syrup with the sugar and water. Add the grated rind of half the lemons, the juice of all, and the ginger broken into small pieces. When the syrup will nearly string, add the halved fruit and cook until transparent.

Trip Through Larkin Factories a Feature of Visit to Buffalo.

A trip through the Larkin Factories has become one of the most interesting features of a visit to Buffalo. Scores of people come to see us every day, and every one goes away saying: "It was a most interesting and profitable hour and very well worth while."

During one week, last month, we had the pleasure of conducting over a thousand visitors through the factories. About half of these were our customers and friends; the rest were getting acquainted with us.

We take special pains to make delegates and everybody feel at home. Recently we have entertained delegates in attendance at the following conventions:

Royal Arcanum, Railway Trainmen, Mystic Shriners, Elks, Brotherhood of Operative Potters, National

Sunshine Society, and members of the American Chemical Society.

We shall expect to see *you* when you come to Buffalo. Special guides are in attendance from eight until four.

An Engineer's Opinion of Larkin Shaving Soap.

"I got my first run on a stick of Larkin Shaving Soap today. It is great; talk about 'smooth as grease'—Best Winter-Strained Sperm and Plumbago Mixed is the only thing to compare with it.

"It makes the razor take hold like a dash of sand on the drivers on a frosty morning, and it leaves both the rail and the driver in better shape (the face and the razor I mean). It cuts down the running time on a shave two to four seconds to the mile, and the price is a first-class passage, with parlor car attachments thrown in at lowest freight rates; but as long as it gives the stockholders a good dividend, don't raise the rate to the poor

ENGINEER."

According to figures gathered by Thomas Balmer of New York, 42 per cent. of the income of the average American family is spent for food. Then how important to the welfare of the American people is the application of the Larkin Idea of Factory-to-Family dealing to the purchase of foods. With the list of pure foods now on our Order-blank, if everybody in the country but realized it, the percentage could be greatly reduced and not a stomach but would be better off for it. As new food products are added to the list, the possibilities increase.

Larkin Olive Oil has been found to be a cure for hangnails, mild cases of chapped hands, dry scalp and hair, and it is excellent rubbed over the whole body after taking a bath.

THE LARKIN CLUB-OF-TEN.

WHAT A DOLLAR A MONTH WILL DO.
THE HIGHEST DEVELOPMENT OF THE LARKIN IDEA.

WHEN ten people meet once a month, a spirit of comradeship is soon established; nowhere is this feeling so brought out as at a chafing-dish supper, and nowhere is there a flower that bears with it such wishes for good luck as the clover. So the combination of chafing-dish and clover is very applicable for a Larkin Club-of-Ten, for in no other Club are there stronger desires for good cheer, hospitality and success.

With the clover decoration, in the illustration, we have used the Old Willow Ware dishes as very appropriate; and here is an outline for the supper, which is extremely simple, as all hospitality should be.

Eggs poached in Larkin Tomato Soup
Vegetable Salad Olives
Lemon Jelly with Cream
Fruit Cup

Heat one can of Larkin Tomato Soup to boiling in the blazer, and hold it at that heat by filling the hot pan with boiling water. Break six eggs on a plate and slide them into the blazer carefully. Baste them with the Soup so that the tops and bottoms will be equally congealed. One can of our Soup will do nicely for six eggs.

Serve on squares of toast and sprinkle with grated cheese. This makes an especially appetizing dish.

After this, serve a vegetable salad made from potatoes, cucumbers,

beets, celery, radishes, cabbage, and English walnuts. Chop these vegetables quite fine, and marinate; that is, mix them with a French dressing an hour before serving.

When ready to serve, put upon lettuce, on a plate, mask or cover with a dressing made by mixing three teaspoons of sugar, one half-teaspoon of Larkin Mustard, one half-teaspoon of Larkin Corn Starch, one teaspoon of Larkin Table Salt. Beat these into the yolks of two eggs.

Add three tablespoons of cream, either sweet or sour, one half-cup of vinegar, and the beaten whites of two eggs.

Cook until thickened, stirring constantly. Remove from stove and stir in four tablespoons of Larkin Olive Oil.

The recipe for the Lemon Jelly will be found in the Larkin Gelatine package. For the Fruit Cup, use five tablespoons of Larkin Ceylon Tea. Infuse this in a quart of boiling water. Let stand for five minutes and then pour over two pounds of granulated sugar. Cook this into a thick syrup. Cool and add to the strained juice of six lemons, six oranges, one pineapple, one quart of berries. The fruit may be varied according to the season. Add one teaspoon of Larkin Vanilla and one of Larkin Almond Extract. When

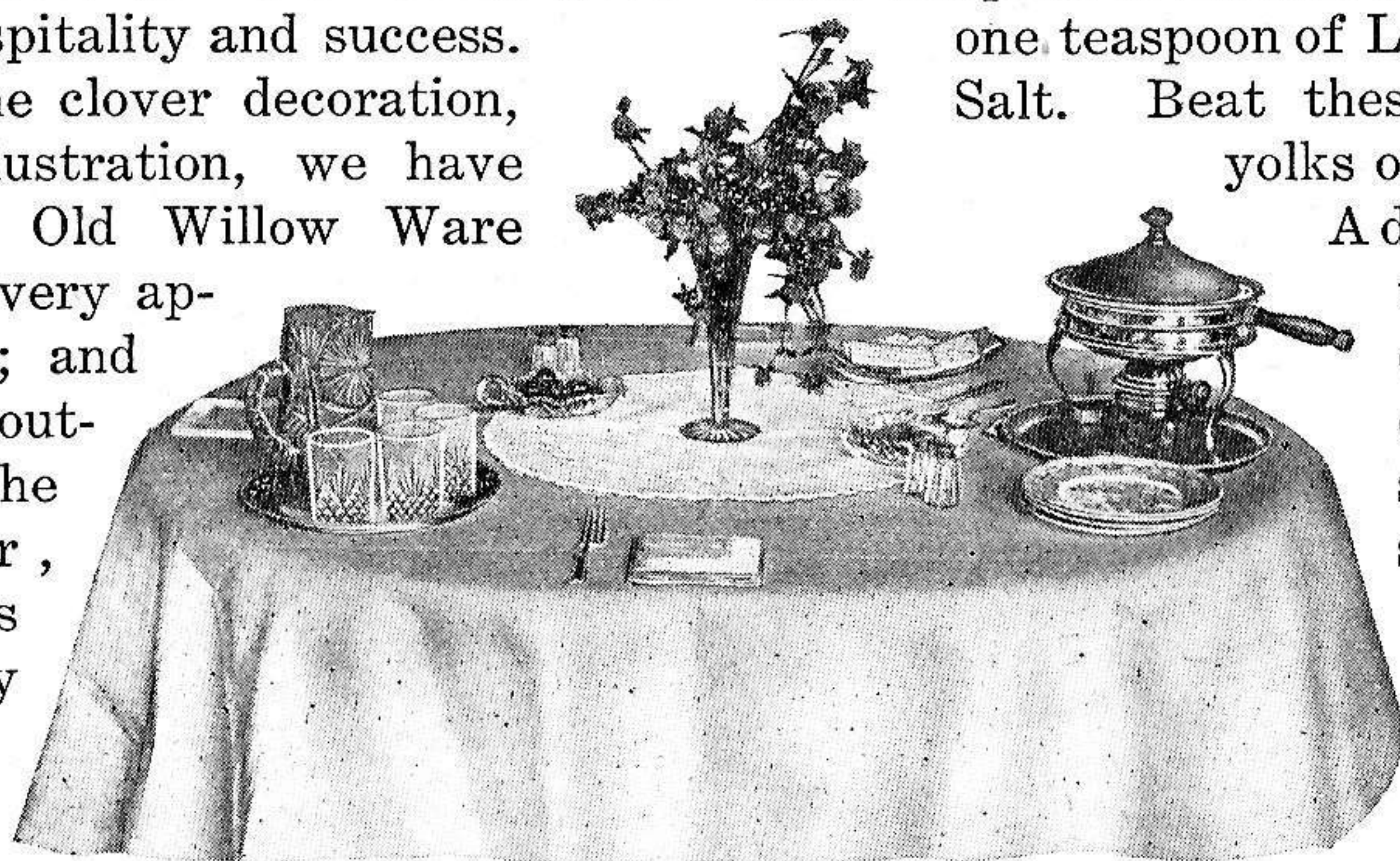


TABLE SET FOR A LARKIN CLUB-OF-TEN SUPPER.

ready to serve, add a quart of any good mineral water or a quart of iced water, and serve cold. This formula will make a gallon of liquid, and the quantity may be increased or diminished according to one's need.

The Larkin Club-of-Ten met at the home of Mrs. T. Button, of Ischua, last Thursday afternoon. After the usual business of the meeting, the hostess served ice-cream and cake. Friday morning they met at the home of Mrs. George Elliott and were photographed.—*Franklinville, (N. Y.) Journal-Chronicle.*

A Transaction in Burglary.

BY LOLA HAYS.

"Well, Minnie, we have come to the place to tighten our belts," remarked Mr. Magruder, puffing rings of cigar smoke lightly in the air, as he reclined in his Morris chair, his feet against the mantel.

"O, Charles, can things have grown worse? I cannot imagine—you said we were down to our last dollar—"

"Yes, my dear, and now we have spent the dollar."

"O, Charles, what shall we do? Must we starve?" Visions of horror floated before Mrs. Magruder.

"Take it easy, Minnie. Our credit is good. We won't starve with pay-day only a week off. The butcher, the baker, the candlestick-maker have had their innings, and it is now their turn to look pleasant. The irksome thing is the idea of not having a cent in my pocket. The idea

that I could sleep like a lamb, while that confounded burglar lifted my best pants, a half month's salary and even your cherished bits of jewelry you received from Larkin! My gold stick-pin and handsome ring and your watch, solid gold and a perfect dream for looks—how many precious hours you devoted to their getting—and now—don't talk. It makes me desperate. I'm going to bed and forget my troubles. Coming, Min?"

"Not yet. I am thinking—trying to see—"

"Well, see for me too, but turn out the gas so that I can sleep." In less than five minutes he was sleeping soundly.

She sat long by the window, gazing out into the darkness, thinking,

wondering, planning how to manage until—

"O, Charles," she whispered, "there's the burglar below. I can see him at work on the dining-room window."

"Sure," whispered Charles, raising easily. "Good. Keep still."

"But—Charles, let's call the police."

"Be still," he commanded. "Don't move till I tell you."

Slow careful steps ascended the stairs. Minnie's heart beat fiercely. Amid the surging and singing in her ears came the slow turning of the door-handle. Her husband's hand clasped her arm warningly. The door opened slowly, and a shadowy form stole into the room, paused to listen to Charles' artistic snores, and then leaned over the chair



A LARKIN CLUB-OF-TEN.
MRS. M. L. BRICKER, SECY., CLEVELAND, OHIO.

upon which Charles had dropped his trousers.

A click! The electric light was on and Charles, sitting upon the side of the bed, had his revolver trained upon the amazed burglar. "Hello, back so soon?" observed Mr. Magruder, sarcastically. "How in the name of common sense am I to earn money fast enough to please you? You are two days ahead of pay-day, my friend, and I am seriously embarrassed financially from your last visit. Hold your hands a little higher, please. My dear, please look through his pockets for weapons. Two—that's good. Let me see if they are loaded. Good again. You see, mine wasn't. Don't scowl so viciously, but unload your pockets."

The burglar unloaded a pile of trinkets, money, and small sundries from his capacious pockets, regarding Magruder with an eye of inquiry the while. Magruder lowered the revolver. In a flash, the burglar was gone.

Magruder was visibly disconcerted.

"Confound it! I didn't want to rob him. I wanted to collect what was owing to us. What in the dickens am I going to do with all this stuff?"

There were two dollars and a half in coin, and ten dollars in bills.

"He owed me fifty dollars, but look here," he groaned, pointing to the pile of trinkets. "What shall I do about them?"

"That Watch Chain and Charm came from Larkin," she exclaimed. "I am working for one just like it. Listen! There goes the telephone bell!"

"Hello," came the call. "The police have got a tip on you. I hope you will be able to tell them where you got them rings."

Mrs. Magruder sank, half fainting, on the bed, but sprang up again

at the imperious knocking upon the front door.

"Go, Charles, I will hide them."

After the exhaustive search and profuse apologies of the police had been followed by their departure, Magruder turned admiringly to his wife.

"Good girl! Where did you hide them?"

"I poked them down the sewer."

"The dickens you did! Money, too?"

"Of course."

Larkin Table Salt.

After you have tried Larkin Table Salt, now ready for use, you will conclude that the old saying "salt is just salt," is not true. Larkin Table Salt is not "just" salt. It is the purest, strongest, driest, freest running salt you can buy. It is all salt, and not doctored up with starch or magnesia or chalk to keep it dry.

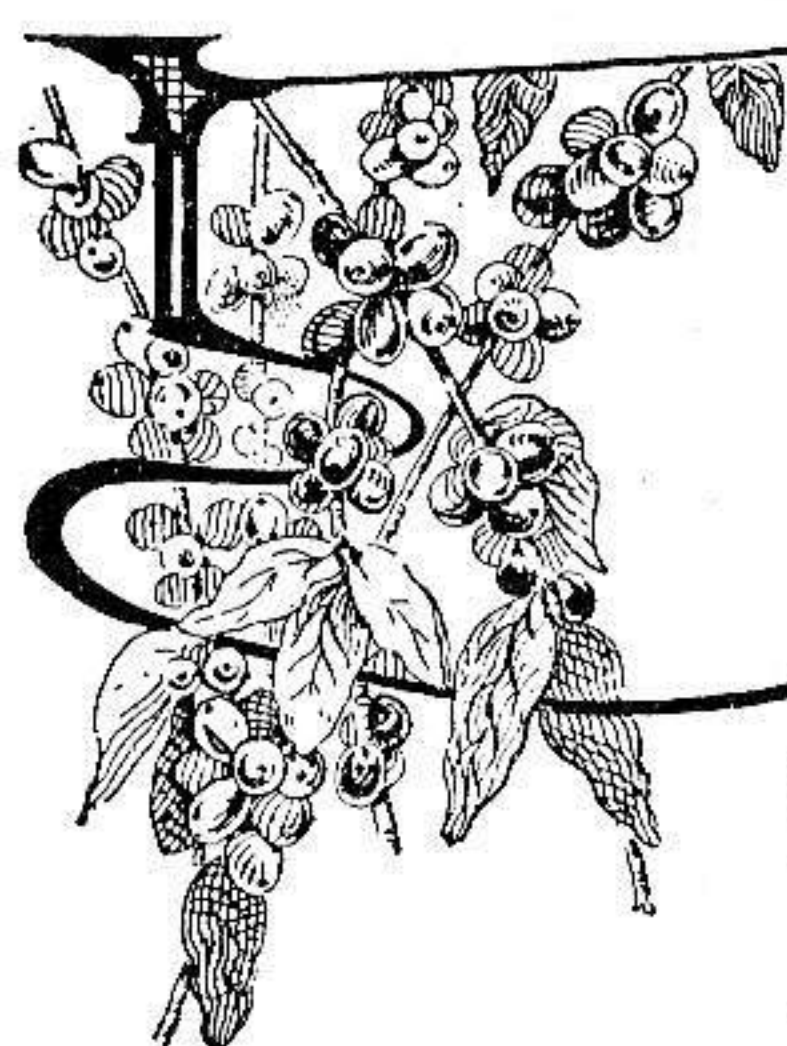


Our salt is refined and prepared in a cleanly, proper way. It is double sifted and double dried, and contains one-fifth of one per cent. of moisture, while "just" salt contains from 8 per cent. to 10 per cent.

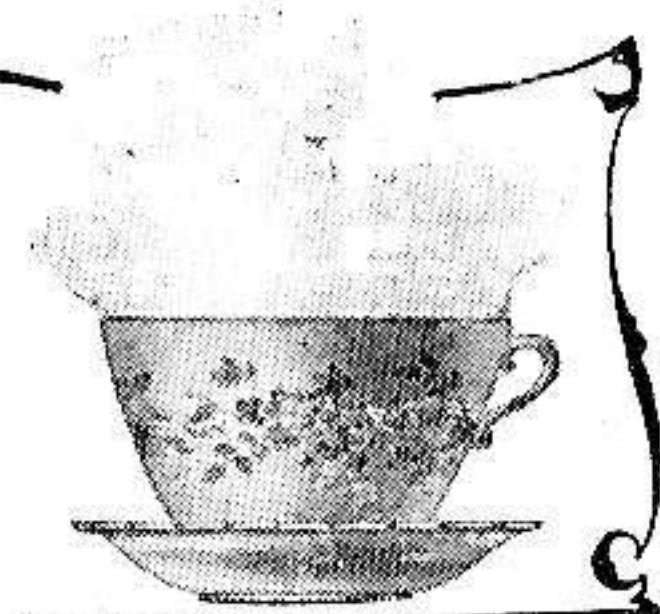
Larkin Salt will remain dry, if handled with anything like the proper amount of care, and will not clog in the salt-shaker. It is snowy-white, savory and pure.

In 5-lb. box, price 10c.

"Every man is a consumer, and ought to be a producer. He fails to make his place good in the world unless he not only pays his debt, but also adds something to the common wealth."—*Emerson.*



BRAZILIAN COFFEE PLANTATIONS



UPON the uplands of Brazil, away to the south of the Amazon, where mountain dews temper just a little the fervid caress of a torrid sun, are the *fazendas*, the plantations where three fourths of the coffee for the world grows. Tropical in location and surroundings, the *fazenda* is thoroughly tropical in atmosphere. Despatch like that of our Western grain-fields finds little favor with the typical coffee-planter.

The possibilities of coffee have, however, attracted the attention of Northern capital, and it is not improbable that, before many years, steam machinery will supplant the soft-voiced *fazendiero* and his leisurely procedure with more practical though less picturesque methods.

At the season of blossoming promise and that of fulfillment, the harvest, the coffee plantation is a place of absorbing interest. At other times there is not much to attract the attention of man other than a little pruning and cultivating, but the warm fostering sunshine manages to do very well without his aid or admiration.

Gorgeous but fleeting is the bloom of the coffee-tree. A heavy dew, a bright morning sun, and acres and acres of snowy flowers unfold, imparting to the air, for miles around, the redolence of their exquisite perfume. For a few days the blossoms reign in fragrance and beauty; then they fall and wither, leaving a tiny torus to make their promise good.

Gradually the berries develop, changing color from dark green to

light yellow, and finally to a deep red. As soon as there is a sprinkling of red berries among the glossy green leaves, the harvest begins. The work of picking is done with care, to avoid injuring the unripe fruit. The picking season lasts during what in the North are our winter months.

Your Brazilian's fondness for work, particularly plantation work, is by no means his master passion, so most of the labor of the coffee harvest is done by Italian and German immigrants, assisted by native women and children. The laborers are organized into gangs with a chief, a *Maistrees*, as he is called, at their head. The planter seeking help treats directly with this chief and contracts with him for the work; he has nothing whatever to do with the laborers themselves.

The gangs live in rude huts on the plantations. Very early in the morning, at the sound of a trumpet, they gather at the chief's hut and are given breakfast, after which they go to their work. At evening, the gang assembles for roll-call and a record is made of the work done by each laborer. On Saturday night, roll-call and pay-muster are one. When the harvest is over, the gangs disband and the laborers scatter just as do our lumber "jackies" in the spring. The pay of these laborers is very small, but their wants are few, and in this kindly, unconventional tropic land, where poverty has no sting, they lead a happy care-free existence.

After the coffee-berries are picked, they go through extensive treatment

to prepare them for use. We shall tell you about this some time soon. When packed in 130-lb. gunny bags, the coffee-beans are ready to be taken to market.



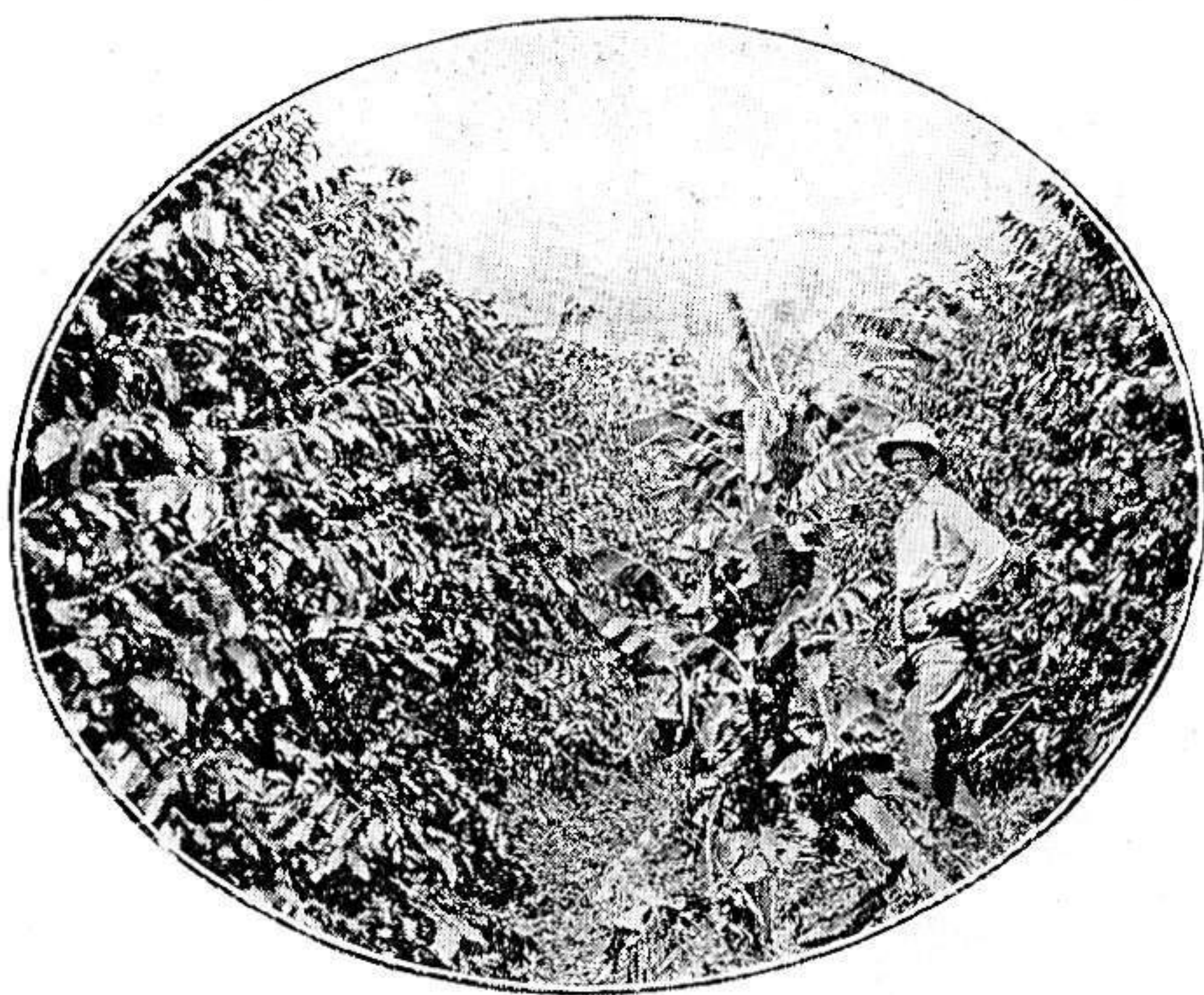
A BRAZILIAN COFFEE PLANTATION.

From the plantations in the more open country, the coffee is carried to the shipping points by rail. Bringing it from the less-accessible interior mountain districts, where the finest coffees grow, is not accomplished with so great facility. It is indeed a tedious undertaking. Oxen and mules are used.

If there are roads leading out from the plantation that will permit, the bagged coffee is loaded into lumbering, two-wheeled carts drawn by eight or ten oxen and carried thus to the nearest railway point. The outside world, from the plantation deep in the mountains, is to be reached only by narrow trails. Over these the coffee is carried by mountain mules. Down steep, slippery slopes, through swift streams, around cliff, and over ravines, these sure-footed beasts, heavily laden with coffee, trudge day after day in the broiling sun to bring the precious beans within reach of civilization.

Nearly all the coffee of Brazil finds its way to Santos or Rio de Janeiro, the greatest coffee ports in the world. Here are the wonderful warehouses in which millions of pounds of coffee-beans are stored waiting sale. Some of the coffee is purchased direct by importers in foreign countries, after the manner of that sold to Larkin Co. ; some by *commissarios*, commission men who watch the markets for their clients in America and Europe. Those *commissarios* are sharp fellows, and the easy-going planter has his hands full when dealing with them.

Shipping, as well as buying and handling coffee, has been reduced to satisfactory methods. The fine, large ocean freight-steamers that ply between South America and the United States contain every possible contrivance for the safety, protection and care of the coffee while on its way to the consuming markets. In fact, it improves in quality while on the ocean, as it ages much faster in the hold of a vessel than in the warehouses of the tropics. It is the careful handling, treatment and



THE COFFEE HARVEST IS READY.

shipping of South-American coffees that have made them equal in quality to the supposed finer coffees of the Eastern countries.

The Prize Photograph Contest.

In the contest that closed July 15th, the following prizes were awarded:

Genre Subjects, First Prize, \$2.00, Eugene L. Root, Meriden, Conn.

Genre Subjects, Second Prize, \$1.00, Frances E. Sapp, Gambier, Ohio.



"A LETTER FOR GRANDMA."

Awarded First Prize of \$2.00 for Genre Subjects in July Contest.

Taken with our Chautauqua Camera by Eugene L. Root, Meriden, Conn.

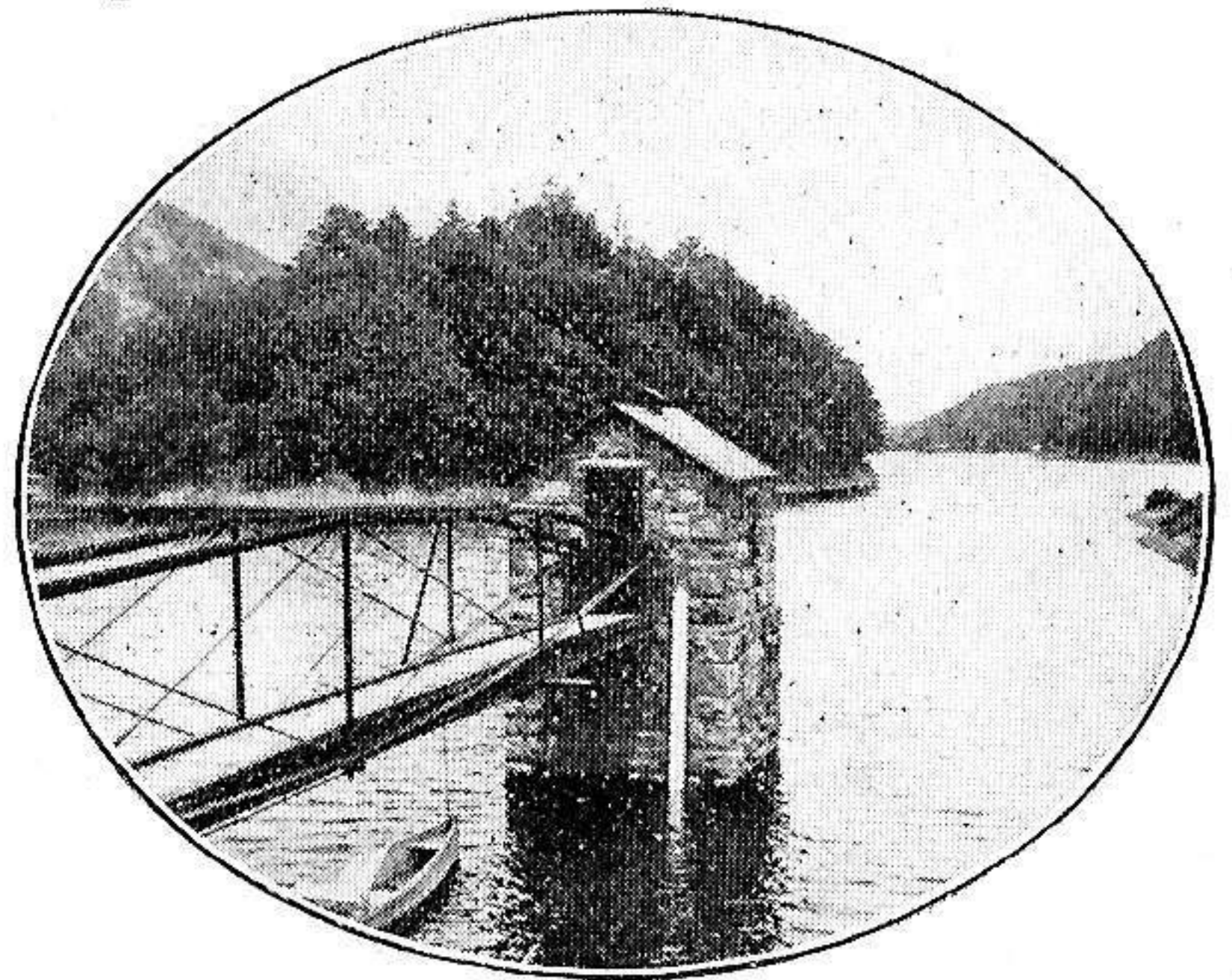
Landscapes, First Prize, \$2.00, Eugene L. Root, Meriden, Conn.

Landscapes, Second Prize, \$1.00, Marion Leone Wallace, China, Me.

A Chat with Amateur Photographers.

The amateur photographer should first learn his lens, the proper time to expose various subjects under various conditions, the effects of light and shadow, and how best to transfer these to the sensitive plate.

This can be done only by experiment and by keeping a record of every exposure.



"ITS BANKS ARE FOREST CROWNED."

Awarded First Prize of \$2.00 for Landscapes in July Contest.

Taken with our Chautauqua Camera by Eugene L. Root, Meriden, Conn.

Be methodical and have a system; jot down in a note-book the time, the weather conditions under which each exposure is made, and every detail, however unimportant. Keep these notes for future reference.

In a short time you will be ready for any contingency, no matter what the weather conditions may be.

Then comes the most important feature of the picture—its composition. Many amateurs waste plate after plate and wonder why their



"'MID THE DAISIES."

Awarded Second Prize of \$1.00 for Genre Subjects in July Contest.

Taken with our Chautauqua Camera by Frances E. Sapp, Gambier, Ohio.

pictures are flat and uninteresting. It is because they lose sight of this one essential.

Compose your picture with as much care as if you were painting a canvas. Do not make it all sky, all foreground, or all foliage. Divide it with intelligence. If you are photographing a house, do not have it directly in the center of the picture, but a little on one side, especially if there is a tree or hill to balance it on the other side.

A spot of color, or a figure intelligently posed, always adds interest to a landscape but should never be given undue prominence.

Do not overdress your pictures.

Study your picture on the ground glass and look at it as a picture—something that will endure as a monument to your taste and skill.

Simplicity and harmony, correct composition, careful lighting, correct exposure, and proper chemical manipulation, will make your pictures not "snap shots" but works of art.

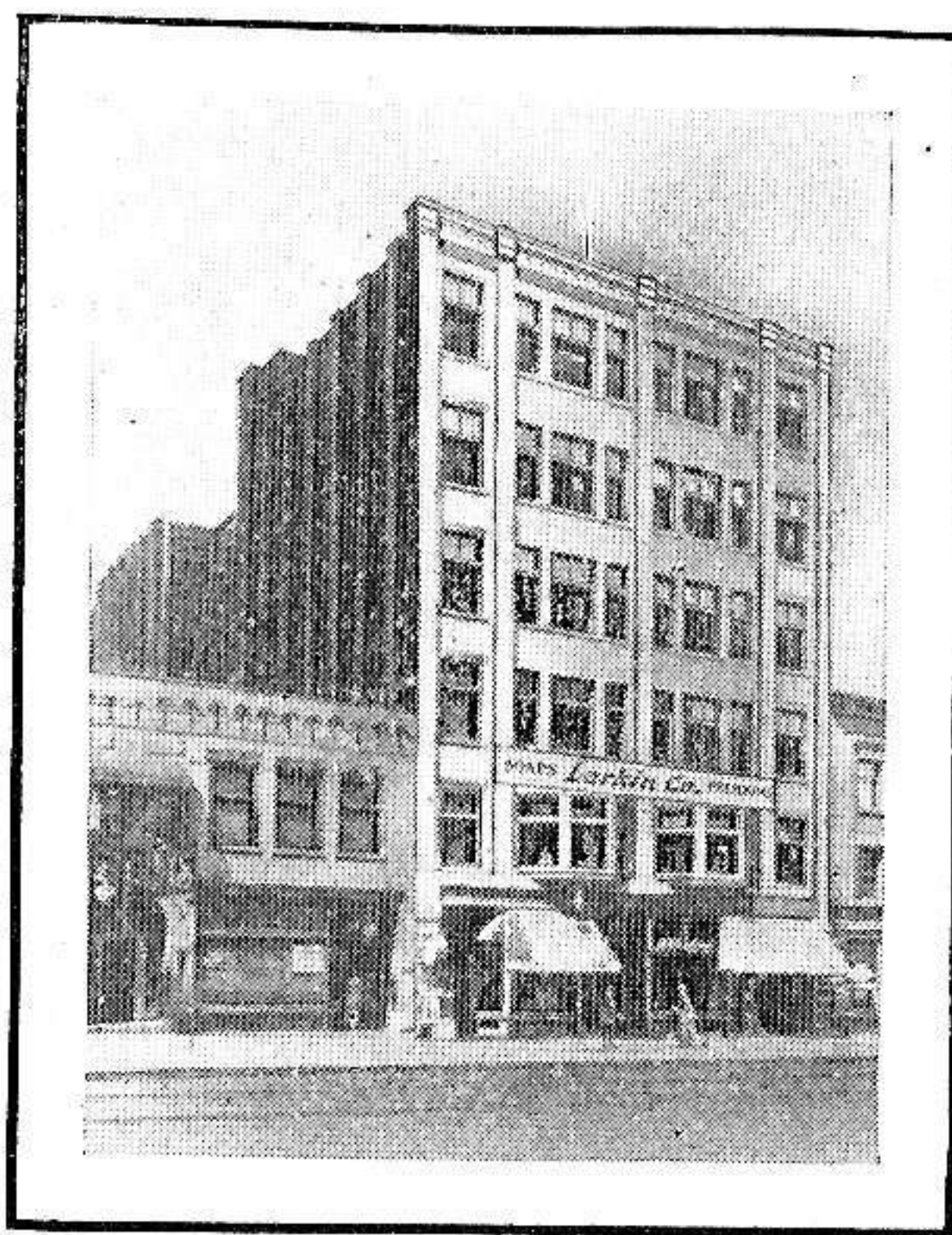
Two Larkin Housewarmings.

We held housewarmings last month in Cleveland, Ohio, and in Boston, Mass.

In Boston the new showroom and warehouse at 149-155 Massachusetts Ave., Cambridge, was opened the 14th. On the first day a great many of our Boston customers dropped in to look around. They all were enthusiastic about the new quarters. One gentleman, who in the course of his travels has seen every one of our branch showrooms, remarked, "This is the finest branch the Larkin Co. has."

We are glad the Boston people like the new place. We had their comfort, as

well as economy and our own convenience, in view when we decided to move there.



NEW CLEVELAND SHOWROOM.

July 10th was marked in the calendar of Cleveland by the opening of the Larkin Co.'s permanent showroom in the Britton Building, 264-268 Erie St.

The Cleveland people have convinced us that they are wide awake and that they do not overlook a genuinely good thing. The showroom demonstrates the benefits of being a Larkin Customer. We appreciate our cordial reception in this metropolis of one of the greatest states in the Union. It is little short of a flattering evidence that every American approves a square deal and takes to his heart any firm that makes a business of such dealing.



NEW BOSTON SHOWROOM.



WHEN you go camping, you may be pestered by insects. It depends largely on the season and the section of country; it is best to know what to do and to be prepared, for camp life is not enjoyable when one's sleep is interrupted and face, neck and hands are covered with bites. All sorts of concoctions are advertised as sure preventatives. Some of them are, but it is well to have something with you that has been tried and that you can depend on. I quote the formula given by "Nessmuk," one of the best authorities on woodcraft: "Three ounces pine tar, two ounces castor oil, one ounce pennyroyal oil. Simmer together over a slow fire and bottle for use."

A two-ounce vial will probably last you a full season. Rub in the mixture thoroughly and liberally at first, and after you have established a good glaze, a little replenishing from day to day will be sufficient.

When you wash your face, be sure to apply the mixture directly afterwards. The above preparation will not injure the complexion; on the contrary, it softens the skin and heals any bites that you may have received.

At first you will find walking in the woods very tiring, no matter how used you are to ordinary walking. If you do not keep your eyes on the ground, you will probably

stumble over every stick and stone; and if you do watch the ground, you won't see the bird and animal life about you. This awkwardness will pass away after awhile, and the vision will include the underbrush on each side, as well as the tree-tops, and your feet will learn to feel their way without colliding with obstructions. Don't hurry through the forest, as if your life depended upon making as many miles as possible. An average of one and a half or two miles an hour of actual progress is good time for forest walking.

You are more likely to find game if you avoid the beaten paths and trails; therefore, it is well to learn the art of traveling in a given direction by aid of the sun or a compass. This is not difficult where the ground is fairly level, but often a swamp, windfall or other obstruction must be gone around, in which case allow for the deviation and set a new course by your compass. If you are in a dense woods, blaze a tree now and then with your Safety Pocket-ax and bend the top of a bush over until it breaks so that the head will point in the direction you are going. If you return by the same route, make another blaze on the same trees.

It is a well-known fact that when a man is lost, there is a tendency to swerve from a straight course and travel in a circle.

Don't fight with your compass just because you have become confused and turned around; it is no sign everything else is. Be sure you know which end of the needle points north and don't forget it.

If you have no compass, your watch will answer the purpose exactly as well. Point the hour hand to the sun; south will be half way between that hand and the figure 12, counting forward in the forenoon, but backward after noon.

A few more points on cooking will not come amiss.

Never let anything stand in an iron pot after it is cooked, or it will become discolored and have an unpleasant taste.

If knives become rusty, rub them with a fresh-cut potato dipped in wood ashes.

After frying pork, bacon or fat meat, pour the grease into a cup or tin pail. It will soon harden, and is just the thing for frying slapjacks or potatoes in.

When you broil meat, hold it *before* the fire instead of *over* it, having a cup or pan beneath to catch the juices. Turn the meat frequently.

Always have the fat used for frying very hot before putting in the article to be cooked; otherwise, it will soak up all the grease.

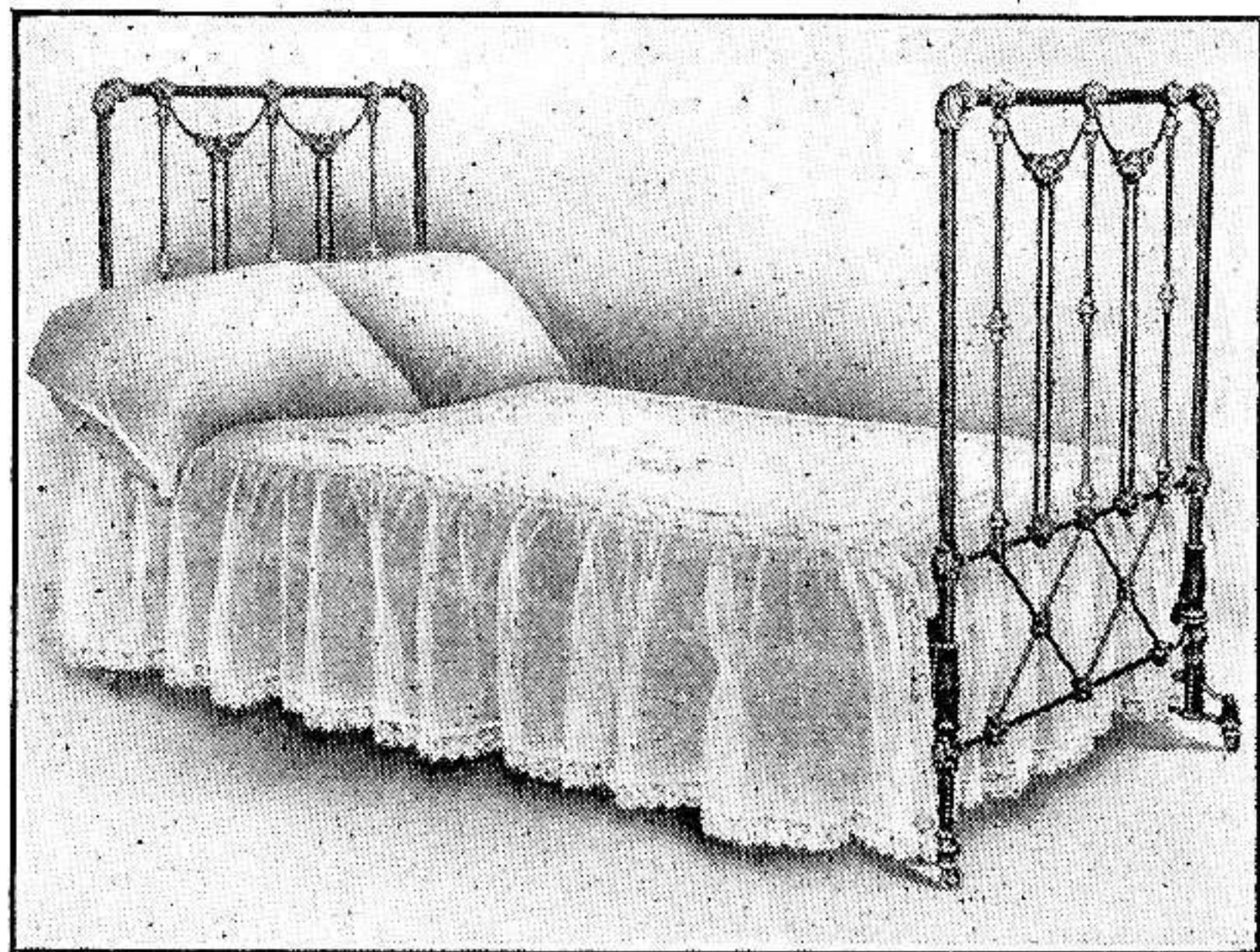
Evidently we shall have a bully lot of camping stories sent in for the Contest, so pitch in, boys, and do your best.

If you think we ought to offer anything additional in the sporting-goods line, send me your suggestion. Of course, we cannot promise to add everything that is suggested, but we will consider it.

Standard Metal Folding-Bed No. 610.

Given for ten Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$15.00; or free with \$20.00 worth.

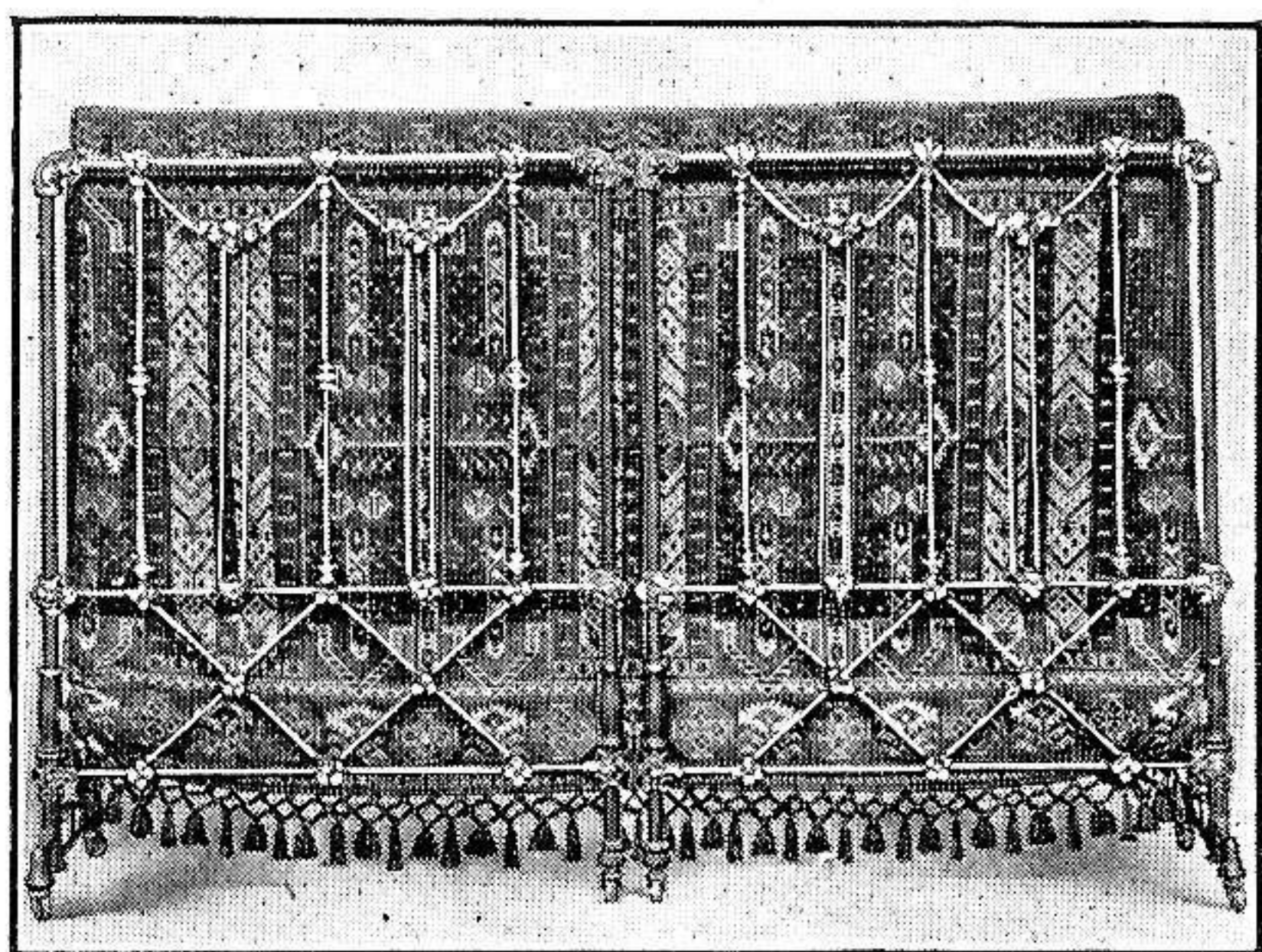
This is a complete bed and spring in three pieces, having the folding feature which is so desirable in small apartments. It can easily be folded and moved from one room to another,



without taking apart or removing either mattress or bed clothing. It is perfectly safe and yet is so balanced that a child can operate it with ease.

When open it has the appearance of a regular metal bed, and when closed is only 15 in. thick and can easily be draped.

Ends are 50½ in. high. Extreme length 6 ft. 10 in.; corner posts 1½ in.; filling ½ in. and ⅜ in.; 6 brass rods ½ in. Lignum-vitae ball-bearing casters. The spring is a National Fabric supported at each end with helical springs.

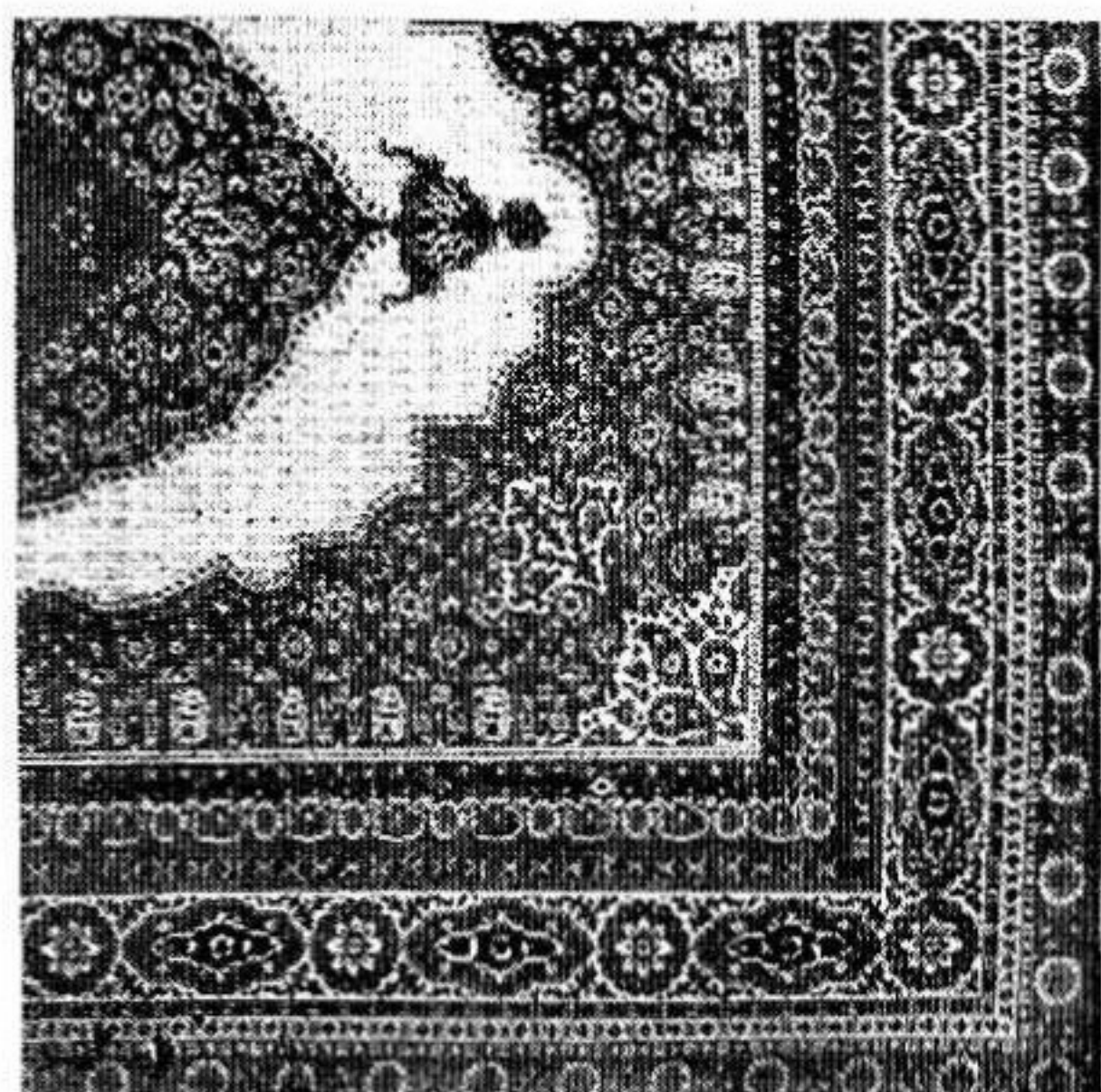


Choice of three widths—4 ft. 6 in., 4 ft., or 3 ft. 6 in. The 4 ft. width is the most popular width for folding-beds.

Bed is finished in white enamel, or dull black, with gold trimmings.

NEW FLOOR COVERINGS

FREE WITH LARKIN PRODUCTS



WILTON VELVET RUGS

Size, 9 x 12 ft. Given for twenty-five Certificates, or with \$10.00 worth of Larkin Products for \$30.00; or free with \$50.00 worth of Products.

Wilton Velvet Rugs are made of pure worsted, having a very lustrous effect; colors will retain their brilliancy for years. Deep pile.

Choice of three patterns (order by number).

No. 6353=C. Corner illustrated. Oriental. Medallion center in tan field, framed in rich Bokhara pattern of red, green and tan.

No. 6371=A. Persian. All-over design, rich and quiet. Tan, ivory, green, blue and red, beautifully blended.

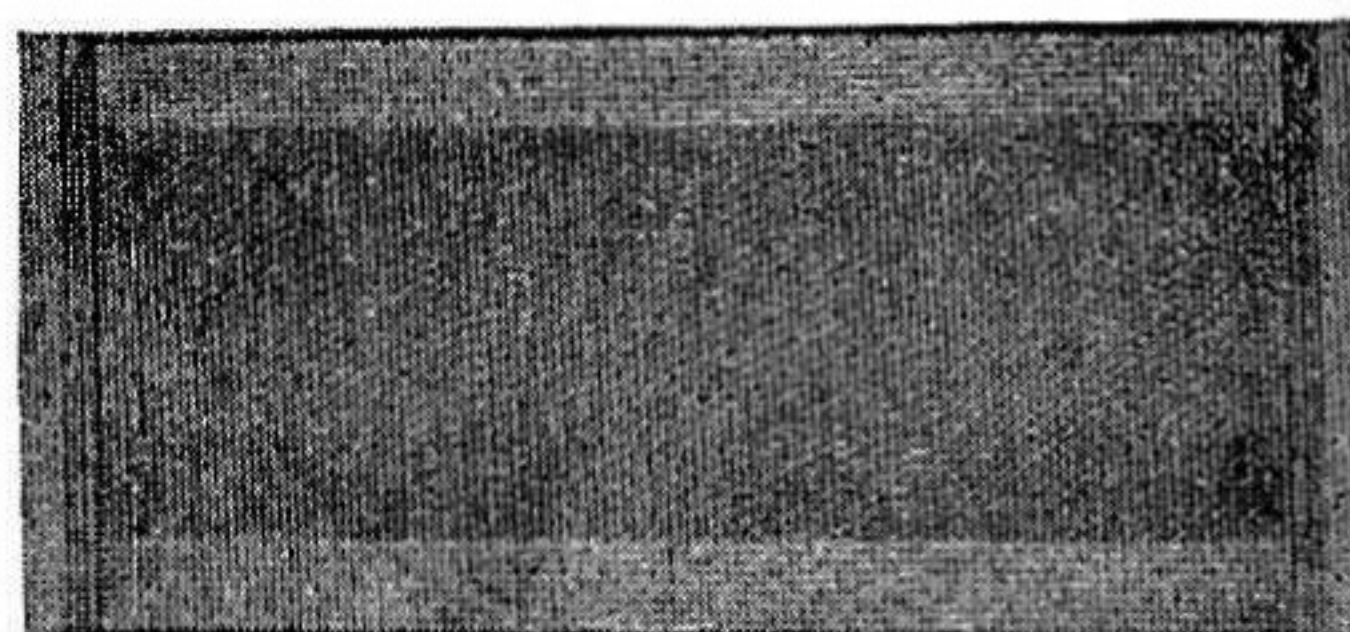
No. 6385=C. Oriental. Large design in strong colors. Medallion center in field of shaded red. Green, red, blue and ivory in wide border. Very striking.

CREX GRASS RUGS

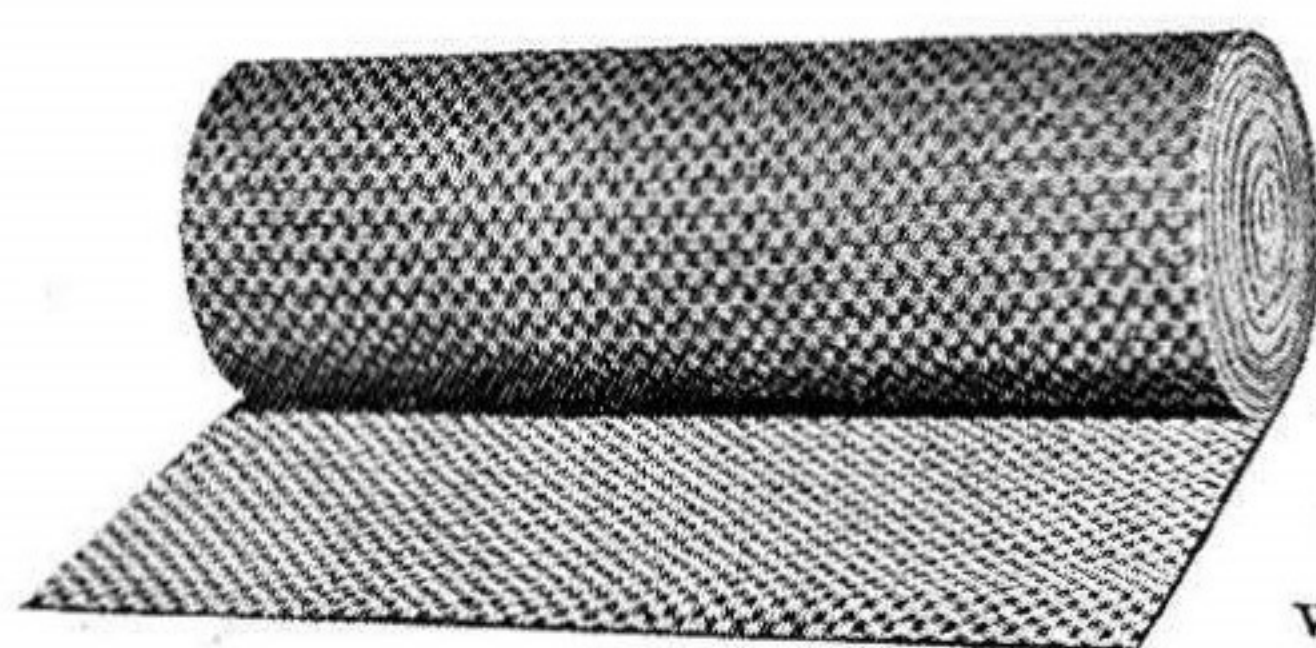
Size, 36 x 72 in. Given for one Certificate.

Size, 8 x 10 ft. Given for five Certificates; or free with \$10.00 worth of Larkin Products.

Made of selected grass fiber, woven with a double set of warp; sides bound, ends finished with fringe. General color is dull green, with red center-warp and yellow border-warp threads and red fringe, or green center-warp and yellow border-warp threads and green fringe.



HODGES HOFI FIBER MATTING



One twenty-yard roll given for five Certificates; or free with \$10.00 worth of Larkin Products.

Hofi Matting is a fine-twined, pliable, unbreakable Matting; can be sewed together, turned under and tacked like an ordinary carpet. It is woven of a foreign vegetable fiber; is soft, warm, reversible, durable and sanitary; can be cleaned with a mop. Colors are clear and lasting.

Dice pattern in choice of three color-combinations: green and tan; blue and tan; brown and tan. Width, 36 in.

Larkin St.,

Larkin Co.

Buffalo, N. Y.

ESTABLISHED, 1875.

LIBRARY TABLE

No. 610



Given for ten Certificates; or with \$10.00 worth of Larkin Products, for \$15.00; or with \$20.00 worth of Larkin Products.

One of the best Table offers we have ever made. A table that can not be purchased alone in most stores for our price for both products and table.

The design was made especially for us ; graceful, strong and well built.

It is 48 in. long, 28 in. wide, 30 in. high, has shelf 13 x 37 in. and large drawer 21 x 24 in., 3 in. deep. French legs with claw feet and ogee-shaped veneered rail with carved corners.

Choice of finely polished, selected, Quartered-sawed Golden Oak or genuine Mahogany veneer. Shipped knocked down.

Larkin Street, *Larkin Co.* Buffalo, N. Y.

ESTABLISHED, 1875.